$1.50 Per Year
5 YEARS for $5.00

15 Cents a Copy
FOREIGN MAIL 20 CTS.

NOV. 1907

OFFICE APPLIANCES

A Monthly Magazine
Edited
by
GEO. H. PATTERSON
AND
EVAN JOHNSON

Reviewing
the field of Typewriters, Adding Machines, Time and Cash Recorders, Loose Leaf Devices, Office Furniture, Supplies and Specialties

Devoted to the INTERESTS of all MAKERS SELLERS and USERS of MODERN OFFICE DEVICES

Guiding
the interests of Manufacturers, Commercial Stationers, Office Appliance Dealers, Salesmen and Consumers, and Reporting New Inventions

VOL. VI

THE OFFICE APPLIANCE COMPANY
303 DEARBORN STREET
SUITE 804 - 805 - 806 CHICAGO

No. 6

TRADE MARK REG. NOV. 1905

"With the KEY on the Cover"

See it with the Case Off

How a Big Railroad System Compares Adding Machines

¶ One of the largest independent railroad systems east of the Mississippi was in the market for adding machines a month or two ago, and its officers took their own way of selecting the best for their money.

¶ They called for samples of the Burroughs and the various "just-as-goods," sent all the salesmen away, locked the doors, and proceeded to put those machines through a series of deeply scientific tests.

Behind Locked Doors—with the Case Off

¶ They took the case off each machine, and sent them all to the road's mechanical-engineering department, with instructions to examine the internal mechanism—that's the place where you find the difference between the **right** adding machine and the other kind. They told the mechanical engineers to look carefully into the construction of each machine—accuracy of workmanship, mechanical ideas and features, structural strength and efficiency under severe usage.

¶ When the engineers were through, they bundled the machines off to the railroad laboratory, where the principal working parts of each were subjected to chemical and metallurgical tests for hardness, tensile strength, and all the qualities that make for accuracy and durability under constant service.

¶ When all these tests had been completed, the Company called for reports from both the engideering and laboratory departments, and these reports were compared by the officers of the company.

Result—They Buy Nothing But Burroughs Machines Now

¶ As a result of all this testing and comparison, this railroad immediately began placing its orders for Burroughs machines, ten at a time—**and nothing but Burroughs machines.** The "just-as-goods" were turned down because they could not stand the test.

¶ Now, if every firm or individual about to buy an adding machine could only make such a test as this, you would hear no more about "just-as-good."

There are 60,037 Burroughs users Nov. 4, 1907

BURROUGHS ADDING MACHINE CO.

67 Amsterdam Avenue **Detroit, Michigan, U. S. A.**

STRATHMORE

Typewriter Papers and Manuscript Covers

There are three grades in the Papers, and four colors in the Covers, each showing a quality for the price that makes the stock full value for the purchaser and a profitable sale for the dealer.

It is a line that we are willing to stake our reputation as papermakers on, and one that you can stand back of every day in the year. Once sold it resells, and it will help your store to sell "STRATHMORE."

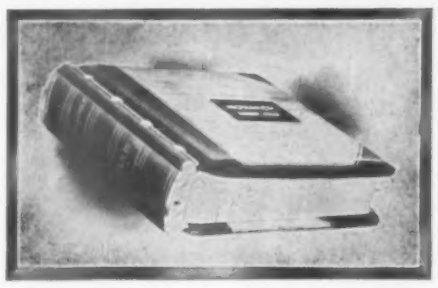
Write us or your wholesaler for sample book showing complete line of 30 items and dealers' discounts.

MITTINEAGUE PAPER COMPANY

MITTINEAGUE, MASS., U. S. A.

MAKERS OF

"STRATHMORE QUALITY" PAPERS



THE MONARCH LOOSE LEAF LEDGER

is built

To Satisfy the Demands of the Most Critical User

It Surpasses all others in Durability, Beauty of Design and Practicability

WE DEFY ALL COMPETITION

In quality and price on our entire line of loose leaf devices

BINDER METAL PARTS A SPECIALTY

OUR $25,000 BUYERS' POOL

Is a good thing for the Stationer. Get in on it quick. Special low prices for 30 days.

WRITE US NOW FOR CATALOG AND PRICES

CHICAGO BINDER & FILE CO.

133-39 S. CLINTON STREET **CHICAGO. U. S. A.**

A Typewriter Carriage on an Adding Machine—Why Not?

This improvement is now a feature of the

Universal ADDING MACHINE

"Prints Red Totals"

It greatly increases the efficiency of the UNIVERSAL, which invariably shows its superiority over all others when tested side by side with them in actual competition.

With the typewriter carriage added to the UNIVERSAL, the operator now has a clear field.

He can slip in paper of any width and move it at will by a slight turn of the platen.

He can with this improvement, adapt the UNIVERSAL to all kinds of loose-leaf work to a degree not possible with any other machine.

He can place his figures just where he wants them, right or left, up or down.

He can list and foot irregular columns of figures with absolute accuracy.

He can have constant supervision over the progress of the work because the carriage is at the top of the machine directly under his eye.

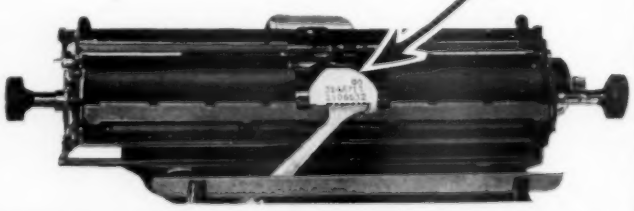
There are many operating advantages on the UNIVERSAL which can be appreciated only by actual test: Totals and sub-totals printed in red — Low keyboard — Individual correction keys — Light, elastic key touch—Light lever pull—Quick restoration of keys, etc.

A request will bring to your office a UNIVERSAL equipped with the new carriage. We shall be glad to demonstrate its merits at our expense and our trouble and then to leave it to you to test at your own convenience.

If after a thorough trial you have not satisfied yourself that the UNIVERSAL is the one adding machine for you, there is no obligation on your part to keep it.

Let us send our complete catalog free. Write to-day to

Universal
ADDING MACHINE CO.
3823 Laclede Ave., St. Louis, Mo
Branch Agencies in All Principal Cities.



I AM THE MAN BEHIND THE PLAN OF THE GRADY-REBUILT BUSINESS

¶ Several years ago, while I was with one of the big typewriter concerns, I saw thousands of old machines taken as part payment for new ones.

¶ Many of these old machines were virtually "junk," and from that "scrap-heap" came the inspiration that to-day is the mainspring of the Rebuilt Typewriter Company.

¶ My inspiration was simply this:—I would **REBUILD** old machines. Not for a moment did I think of "repairing" them for I had seen enough repair jobs to know what temporary makeshift that plan always is. No, my idea was to dismantle those old machines and in the process of rebuilding I would use only such parts of them as were fully fit to go back and I would be mighty liberal in putting in new parts wherever they were needed.

¶ I believed that my idea was right and that I could build up a business that would save typewriter users a good deal of money and so put me on the road to Easy Street; I believed I saw a way of being sworn **BY** rather than sworn **AT.**

¶ Thus I became the pioneer of the rebuilding idea. Lord, how I have worked! But I have made good. To-day I am rushed to my capacity's limit. My idea has many imitators who thereby pay me the greatest compliment a business man can have.

¶ Dealers everywhere are constantly taking old machines as part payment for new ones.

¶ Many of these old machines are pretty far "gone" and some of them can be repaired, but repairing is only a temporary makeshift. Once you start repairing, it has to be kept up.

¶ By far the best plan is to **REBUILD ALL THESE OLD MACHINES.** That process overcomes all the defects and results in a machine that is first class in every respect.

¶ Now, **YOU,** as a dealer, perhaps haven't the proper facilities, but I have.

¶ I have a great big shop full of machinery and men. I buy parts in big quantities. I have experts who can do perfect work for they know all there is to be known about any and all kinds of typewriters. I have every facility for doing the work of rebuilding as it should be done. I can rebuild your machine better, I can do it cheaper and I know you will be satisfied.

¶ The proposition I wish to especially emphasize is this: **LET ME REBUILD YOUR OLD MACHINES.** I'll agree to effect a transformation in them that will allow you to sell them at prices that will permit of splendid profit.

¶ SPECIAL NOTICE.

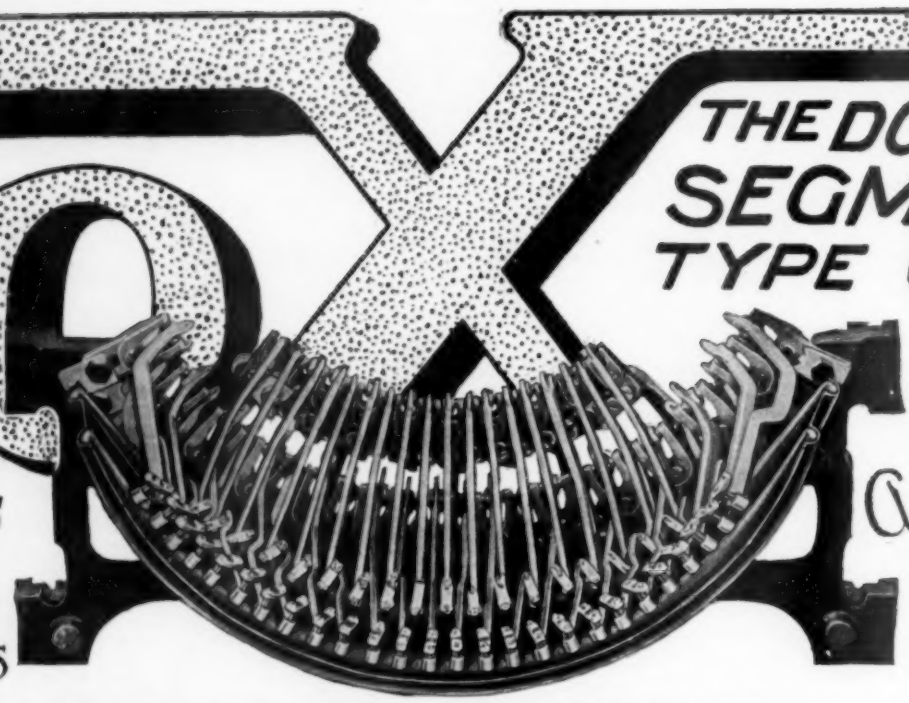
In previous advertising we have said that "we never charge over $10.00 to a dealer for a rebuilding job." Advantage has been taken of this statement and **FRACTIONAL** machines have beed sent in for rebuilding. It is therefore necessary for us to say that on ordinary second-hand machines it is seldom, indeed, that we have to charge more than $10.00. As a matter of strict fact we have been so anxious for every typewriter dealer in the country to know the very high grade of our work, that we have purposely made a price so low that we have just about broken even. In the future, however, we cannot agree to receive five-eighths of a machine and turn out a full machine at the above price. To protect ourselves, then, we reserve the right to arbitrarily set a charge that covers the actual work.

J. E. Grady

PRESIDENT OF THE

REBUILT TYPEWRITER COMPANY

39 Dearborn Street, CHICAGO, ILL.



AND THE RESULT

The Fox has Established the Durability of the Visible Typewriter

Notice the heavy typebar with its wide pivotal bearing, adjustable to take up wear as it may occur. Notice the manner of assembling these typebars in the "basket". See the large amount of assembling surface,—plenty of room and "forced" alignment unnecessary.

OTHER DISTINCTIVE FEATURES OF THE FOX ARE:

WRITING ENTIRELY VISIBLE, showing printing line and printing point.

INTERCHANGEABLE CARRIAGES, 5 carriages of different lengths can be used on one machine.

TABULATOR
TWO-COLOR RIBBON
POWERFUL MANIFOLDING QUALITIES
LINE LOCK
AUTOMATIC RIBBON REVERSE
STENCIL CUTTING WITHOUT TOUCHING RIBBON

A card writing attachment with every machine without extra cost.

We are willing and anxious to demonstrate the superiority of the Fox in any office anywhere at our expense.

We have some desirable territory open for dealers and have a liberal proposition. Correspondence is solicited.

FOX TYPEWRITER CO.

Executive Office and Factory

GRAND RAPIDS, MICHIGAN

Madison Square Garden Show, Booths 37, 38, 39

Two Hundred and Twenty Thousand Business Men

VISITED THE

National Business Show In Chicago Last Year

And every man of them came to the Coliseum in a frame of mind that made them interested prospective customers for all those who exhibited their wares at these interesting shows.

¶ The history of all the National Business Shows proves that each succeeding show is better than its predecessor. The recent New York show, just closed, and described in this issue, was the most successful ever conducted in that city.

¶ Every Exhibitor was more than satisfied and willing to "sign-up" for next year.

Do not miss an opportunity to display your goods at the next Chicago Business Show

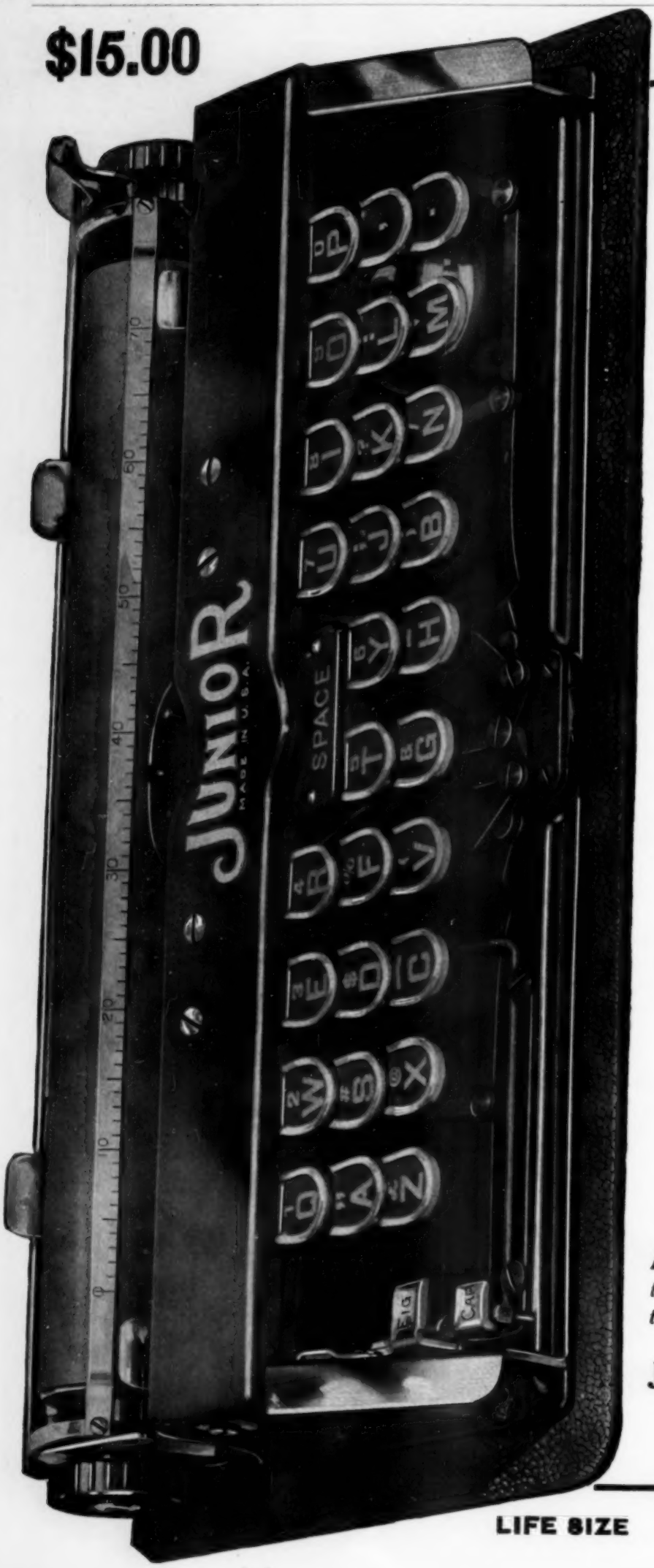
Opens, February 1st, 1908
Closes, February 8th, 1908

FOR PARTICULARS, ADDRESS

National Business Show Company

1734 Park Row Building :: :: New York City, N. Y.
or Room 806, 303 Dearborn Street, Chicago

$15.00



LIFE SIZE

Junior–$15

The Smallest Complete Standard Keyboard Portable

Typewriter

SIZE

The "Junior" (the carrying case is 2x5x10), is the smallest complete typewriter, with Universal Keyboard.

ALIGNMENT

Perfect. It simply *can't* go wrong.

SPEED

The "Junior" can write 80 words a minute. While the big machines may write more—the average speed of an expert on one of them is less than fifty

PAPER SIZE

Standard 8½ inch paper, same as any other high grade machine.

DURABILITY

Built of pressed chilled steel and gun metal no machine will wear longer.

KEYBOARD

Universal. Same arrangement as on all the Standard Typewriters, except there are six more characters than on some, and the space bar is more conveniently placed.

SIMPLICITY

With fewer parts—more direct stroke—visible writing—removable type wheel (most easily cleaned), the "Junior" keeps in condition because—*There is nothing to go wrong.*

MANIFOLDING

The "Junior" will write an original and two copies. Some machines will do more. But this is more than enough for most business needs.

PRICE

$15.00. And at $100.00 it couldn't be better built.

AGENTS:—*If you want a real live typewriter to sell, write to-day for agency terms. To save time better order a sample machine.*

Junior Typewriter Co.
95 Worth Street
NEW YORK, U. S. A.

$15

The WRITERPRESS

The Writerpress prints by means of individual metal type, and inked automatically moving ribbon, and a rubber impression roller, the results are **GENUINE TYPEWRITTEN LETTERS. Type to match any typewriter.**

Uses all kinds of job type, electros, zinc etchings, etc.

Any number of forms may be kept standing and changed from one to another in one-half a minute.

First-class dealers and specialty men can secure exclusive territory.

The Typewriter Printing Machine Company

520-522-524 White Building :: :: :: Buffalo, N. Y., U. S. A.

Many firms are eliminating practically the entire cost of sealing their mail by using the
SIMPLEX ELECTRIC
AUTOMATIC
ENVELOPE SEALER
A labor saving device that really saves labor is a good thing to sell. We want hustling office appliance men in all large cities of the world.
Write to us about it to-day.
Made for Hand and Electric Power by
THE SIMPLEX MFG. COMPANY
90 West St., NEW YORK
185 Dearborn St., CHICAGO

THE
UNDERWOOD
STANDARD TYPEWRITER
PLACED WITHIN YOUR GRASP
TAKES CARE OF EVERY CLASS
OF WORK BY MODERN
DEMANDED
BUSINESS

AND ON THE OTHER HAND
THERE ARE
MANY FEATURES THAT
WARRANT INVESTIGATION
UNDERWOOD TYPEWRITER COMPANY
NEW YORK OR ANYWHERE

Have YOU Studied ROYAL Economy

or are you still paying more for your Typewriters than is necessary?

Think it Over

The ROYAL Standard Sixty-Five Dollars

will do your Work better & for a longer Time than any other Machine on the Market and you save $35.00

Think Again

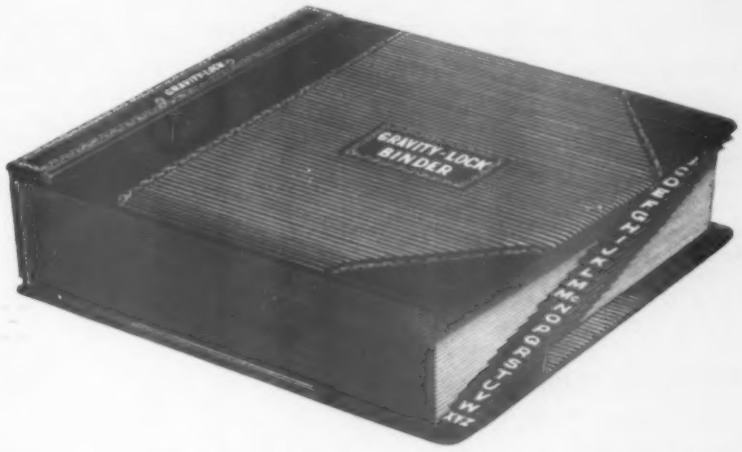
ROYAL TYPEWRITER CO.

253 BROADWAY :: :: :: NEW YORK

CHICAGO - BOSTON - PHILADELPHIA - DETROIT - RICHMOND
CLEVELAND - ST. LOUIS - MINNEAPOLIS HARTFORD

The Gravity-Lock Binder

Constant Effort has been made since Loose-Leaf Ledgers came into use to construct a lock operative without a key. This has been accomplished in the Gravity-Lock Binder, the locking device of which, working automatically and requiring no key to operate it, is "broadly new," its patents being basic ones, and as such have been sustained by the courts.



THE SUCCESS OF THE GRAVITY-LOCK BINDER

ITS PATENTS UPHELD BY THE COURTS. **ITS USEFULNESS APPRECIATED BY BUSINESS MEN.**

SINCE THE ADVENT OF THE GRAVITY-LOCK BINDER

it has been the custom of manufacturers of Loose-Leaf Ledger Binders to advertise that their devices can be so securely locked with a key that a sheet cannot be removed until the Binder is opened with a key, something usually very easy to obtain.

A Radical Departure in lockmaking has been made in the Gravity-Lock construction; the use of ratchets, screws, springs, keys and cranks, necessary in the operation of all other locking devices so far invented, being done away with in the Gravity-Lock Binder.

In All Parts of the Binder are Combined the principles which are essential in the manufacture of such Binders with new ideas of construction, each tending towards strength, durability and simplicity. All objectionable features common to Ledger Binders have been eliminated.

One Would Think to Read some advertisements, that each office had one or more persons seeking an opportunity to extract a leaf from a ledger, and that it must be kept locked like a cash drawer.

No Reasons are Given why this particular safety is demanded for a Loose-Leaf Ledger Binder, which is not usually left lying around to be handled by others than the bookkeeper, whose duty it is not only to protect it against the abstraction of sheets, but also from the scrutiny of all except his employer or others authorized by him; while many forms of as great importance as a ledger sheet, such as Customers' Orders, House Orders, Merchandise Receipts and Charge Sheets of a Loose-Leaf Billing System, are kept in Binders and Holders that offer no security whatever in locking devices.

Those Who Have Looked Into the merits of such advertised devices readily understand that such a feature is exploited because the devices in question are inoperative without keys, and some of them can neither be opened nor closed, and others when closed cannot be opened without keys.

It is The Necessities of the devices, not security, that make keys necessary to them.

When a Key is Lost, additions to and transfers from such a Binder cannot be made until a new key is obtained.

The Gravity-Lock Binder was put into practical use in business houses in the early part of 1904.

From The Start it Has Met With Unexampled Success.

The Gravity-Lock Binder has won 98 times out of each 100 competitions with other Binders and upon its merits alone.

This was testified to under oath in our recent suit against an infringing concern.

It Has Been Successful principally because it can be opened and closed without a key, yet can be securely locked with a key.

The Other Points of Excellence that have contributed to its success are set forth in our Catalog "B" entitled:

Iuquire Within and Seek No Further for Anything You Want to Know About Loose-Leaf Ledgers, Binders & Holders.

If you are interested we will send it to you upon request. You can get more information from it than from any other book of the kind published.

J. S. McDONALD COMPANY

Manufacturing Stationers.

Factory and Office, 605 Irving Park Blvd., Chicago

"The Greatest Machine Ever Built"

That was and is the unanimous verdict of the hundreds of thousands of people who witnessed a demonstration of the **Secor Visible Writing and Billing Machine** at the National Business Show in New York last month. Its **wonderful versatility,** its **marvelous responsiveness** to every conceivable test, its **astonishing perfection,** and its **remarkable simplicity** excited the admiration and drew forth expressions of unstinted praise from every interested on-looker.

Even exhibitors brought their friends to the **Secor** booth and requested a demonstration, remarking that the machine was one of the chief features of the Show. Exhibitors left orders for machines too, although they were assured the factory was overwhelmed with orders and delivery could not be promised for from four to six months from the date of receiving the orders.

"I am a mechanic. One of the things that appeals to me is the wonderful simplicity of the machine." This statement was made to the demonstrators constantly and provided the most accurate estimate of that feature of the machine. The mechanics were likewise expressive of their admiration for the manifest fact that the machine is the best built typewriter offered the buying public.

The purchasing agent of one concern which uses nearly 1,000 machines, witnessed a demonstration of the machine one evening, and the next evening came back to have some special work done on the machine, remarking that he had seen things done on the Secor that they had never been able to get done on a writing or billing machine, and that they wanted a number of the machines at once. Many of the largest users of writing and billing machines in New York visited the booth at the recommendation of their friends who had seen the machine and marveled at its completeness. These facts are the strongest possible evidence of the fact that the **Secor Visible Writing and Billing Machine** will give a purchaser more in one machine than he could get were he to buy every model of every make of writing and billing machine now on the market.

The Secor Typewriter Co.

111 Housatonic Avenue **Derby, Conn.**

ADD TONE TO YOUR STATIONERY IN THE *OFFICE, BANK, SCHOOL OR HOME* BY USING ONLY Washburne's Patent

"O. K."

Paper Fasteners

There is Genuine Pleasure in their use as well as PERFECT SECURITY

These Fasteners are in a class by themselves. There are no others like them, therefore they can not be compared with the ordinary paper clips which depend entirely on friction for their holding power.

The *"O.K." Paper Fasteners* have the advantage of a *tiny but mighty, indestructible piercing point* which goes through *every* sheet co-acting with a small PROTECTING SLEEVE which prevents any liability of injury.

NATURAL SIZES

HANDSOME COMPACT STRONG

NO SLIPPING, **NEVER!**

Easily put on or taken off with the thumb and finger. Can be used repeatedly and *"they always work."* Made of brass, 3 sizes. Put up in brass boxes of 100 Fasteners each.

All Enterprising Stationers

Send **10c** for sample box of **50** assorted sizes. Illustrated descriptive booklet free.

Liberal Discount to the Trade

The O. K. Manufacturing Co., Inc., Mfrs.

Dept. G. **SYRACUSE, N. Y.**

This is How We Help the Trade Sell Washburne's Pat. Adjustable **"O. K." Paper Fasteners**

MAGAZINE ADVERTISING

Our interest in the dealer don't stop as soon as we have sold him a bill of goods. We help him move those goods as quickly as possible; by thorough and efficient advertising in leading magazines. The advertisement shown at upper left corner is an example of the efforts we are putting forth to help the trade to sell "O. K." Paper Fasteners. The copy in upper left corner is running almost continually in the several business magazines: Everybody's, Munsey's, McClure's, Saturday Evening Post, Associated Sunday Magazines, and a number of other national magazines of the same high quality, and whose combined circulation totals over 5,000,000. By repeatedly calling the attention of this vast number of high class readers to the superiority of the "O. K." Paper Fasteners we have created a demand that is already enormous and rapidly increasing. We want you to help supply this demand by keeping a stock of "O. K.'s" on hand at all times.

RETAIL PRICES:—Sizes No. 0-B and No. 1-B, 20 cents per box, $1.65 per 1000. Size No. 2-B 25 cents per box, $2.10 per 1000.

Electroplates, "O. K." Display Signs and Advertising Matter supplied on request without charge.

It is well to note that these fasteners are the most attractively put up and the best advertised paper fasteners on the market, being packed in **air-tight brass boxes,** they will always keep **clean** and **bright,** and **your best trade will demand them.** Don't put it off, but **ORDER NOW.**

With an order for 5M "O. K." paper fasteners (50 boxes No. 1-B; 20 boxes No. 0-B; and 5 boxes No. 2-B) we supply without charge, a handsome clear flint glass jar 6"x6½" as a receptacle for the fasteners, together with a felt mat with pinked edges for the display to stand on. Also our beautiful "O. K." steel, display sign 4"x9", with a liberal supply of illustrated and descriptive matter for your mailing list. The fasteners are neatly put up in the glass jar at our factory, and the whole outfit packed in one neat small case 9½"x9½". Safe shipment guaranteed.

Don't fail to order one of these displays with your next order for 5M fasteners. It will add attractiveness to your show-case, and it never fails to sell the fasteners.

The Tower Mfg. & Novelty Company, 306 Broadway, New York City, selling agents, constantly keep on hand a large stock of these displays, and can supply you promptly.

The "O. K." Manufacturing Co., Dept. R., Syracuse, N. Y.

Typewriter users everywhere have been educated to demand the highest grade of typewriter supplies.

Remtico

Typewriter Supplies

Manufactured by the

Remington Typewriter Company
(Incorporated)

Are recognized by users of writing machines the world over as the highest grade goods on the market.

The leading **Remtico** goods are **PARAGON RIBBONS** and **PARAGON** and **RED SEAL CARBON PAPERS**

Remington Typewriter Company
(INCORPORATED)
325-327 Broadway, New York, N.Y.

Typewriters come and go, but the machine that always stays, always leads, always improves, always outwears, and always outsells all others is the

Remington

Remington Typewriter Company
(Incorporated)
New York and Everywhere

New
$100 Model

THE
SUN

Standard
Visible-Writing
Front-Stroke
Typewriter

—

The highest development in the art of typewriter making.

The best there is in Typewriter Construction, backed by Twenty-Five years Experience. Standard key-board of 42 keys with Single Shift, (operating on either side) equipped with ribbon or the charactistic SUN inking mechanism, as desired. Perfect Alignment. All Parts tempered at wearing point. Automatic ribbon device, with bi-chrome ribbon without interfering with the visibility of writing. Tabulator without extra charge. The ribbon vibrator is silenced for making stencils. In other words, it is UP TO THE MINUTE.

AN OPPORTUNITY FOR DEALERS EVERYWHERE

The sale of this new $100 model of the Sun Typewriter, with or without the agency for the Lower Priced Machines Made by this same company, should be considered by all active agents. Those who can handle both models have an exceptional opportunity, and those who desire a first class high grade machine will do well to address

The SUN TYPEWRITER COMPANY, 317 BROADWAY NEW YORK, U. S. A.

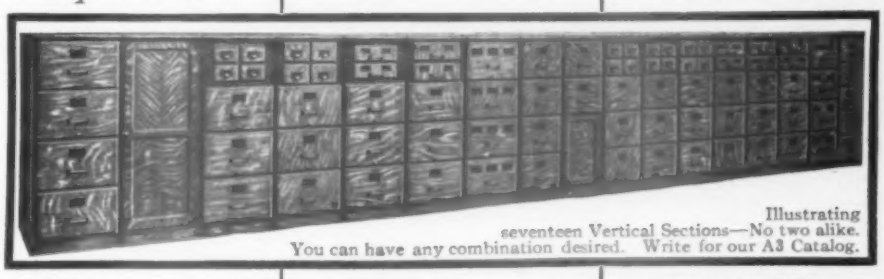
Our Agency Proposition

If we are not represented in your city, write us for our agency proposition. We

Want the Best Dealer in Every City

Our plan of co-operation and assistance in increasing your business and profits cannot fail to interest you. Our beautiful new A3 Catalogue, just off the press, illustrates the entire line, as well as the new additions to "Wabash Product."

Wabash Product



Illustrating seventeen Vertical Sections—No two alike. You can have any combination desired. Write for our A3 Catalog.

Why Not?

For Past Twenty Years

We have manufactured the highest grade Filing Cabinets, Supplies and Systems. Our systems are the result of

Twenty Years Experience in Expert Systematizing

In all branches of manufacturing and mercantile business. Consult us on the most improved systems and methods of filing letters, invoices, etc. *Our expert advice costs you nothing, and implies no obligation.*

We carry the largest and most complete line of

Vertical and Horizontal Expansion Cabinets

Shown by any manufacturer, at prices, considering "quality," that defy competition. Our designs and combinations comprise all the latest ideas and up-to-date improvements. Our Card Index Printing Plant is equipped with the latest modern machinery, a great part from our own models, thus insuring high grade work and prompt delivery at minimum prices. Card Index and Vertical Filing Supplies to fit all makes of cabinets.

Dealers visiting New York and Chicago are cordially invited to inspect our line, which is on exhibition at our offices at all times

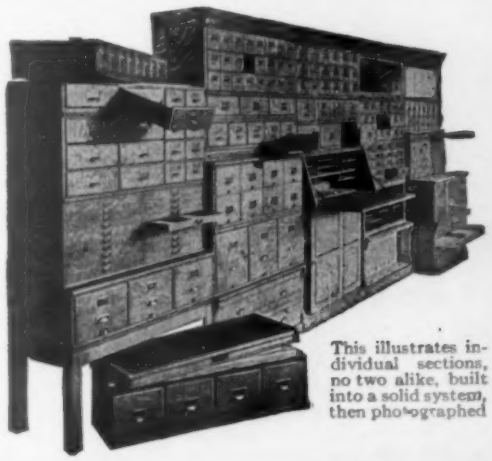
WABASH CABINET COMPANY

MAIN SALESROOMS, EXECUTIVE OFFICES AND FACTORIES

NEW YORK SALESROOMS AND EXPORT DEPT.
296 Broadway

"On the Banks of the Wabash"
WABASH, IND., U. S. A.

CHICAGO SALESROOMS
41-45 State Street



This illustrates individual sections, no two alike, built into a solid system, then photographed

CRANE BROS. WESTFIELD, MASS. LINEN PAPERS

Manufacturers of

"GOLD MEDAL" LINEN LEDGER
"JAPANESE LINEN"
"WARRANTED ALL LINEN"
WRITING PAPERS

Papers from these Mills are the best made for Blank Books, County and State Records, Typewriters, Correspondence, Drafts, Checks, etc.

Each Sheet has Watermarks of the Japanese Crane

FREE SAMPLES TO DEALERS OF OUR LINE OF TYPEWRITER PAPERS—Write for them

Typewriter Ribbons

"CROWN" AND "GLOBE" BRANDS

Strictly high-grade ribbons. Materials and colors are the best obtainable.

CARBON PAPER

"CROWN," "GLOBE" and **"PIONEER"** brands, with medium, extra hard and soft surfaces respectively. Will make more and better, clearer and sharper copies than any other carbon paper on the market. All of the highest quality, remarkably durable and suitable for use in any climate. Sold at prices which, considering the quality, make them the best Ribbons and Carbons on the market. We want Agents and will make Special Prices and Discounts for Export Trade. Write for catalogues and information.

The Crown Ribbon and Carbon Mfg. Co., ROCHESTER, N.Y. U. S. A.

A Sales and Advertising Manager

who has engineered and is still engineering one of the most successful sales and advertising campaigns in the office appliance field, will make a new connection with some concern handling an article of genuine merit. The concern must have financial ability, and if a manufacturer, manufacturing facilities to take care of the business produced. If you want a new, strong force in your sales promotion unqualifiedly endorsed by present employers address

AAA 1, CARE OFFICE APPLIANCES, CHICAGO, ILL.

"AS GOOD AS ANY—BETTER THAN MANY"

JOHN ALLEN & CO.

6 Howard Street, NEW YORK

Manufacturers of

Carbon Papers

¶ Typewriter, Pen, Pencil and Full Carbon.
¶ Guaranteed Non-smut.
¶ Long-lasting. Clean Writings.

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write for Samples and Prices

A NOTICE TO THE TRADE:

KNOWING THE VALUE OF A SELF-FILLING PEN, and realizing the objections found in others, we have perfected the "Welty New Idea"—which we are now offering to the trade generally and at prices that have surprised most of our customers.

NO Doubtful Parts;
But the Strong Points

"A PUSH HERE AND IT'S FILLED.

WRITE FOR "TRADE" DISCOUNTS AND FREE CATALOGUE

are those which control the **INK FLOW** and in this WELTY'S NEW IDEA is a new idea in **FACT** as well as NAME.

We made both kinds of Fountain Pens, the Self-Filling Pen as well as the other sort, and we have a very unusual

OFFER TO MAKE TO STATIONERS AND DEALERS

THE WILLIAM A. WELTY CO., Waterloo, Iowa, U. S. A.

702 MARQUETTE BUILDING, CHICAGO, ILL.

Wales Visible

LISTING *and*
ADDING
MACHINE

Everything in Sight

EVERYTHING IN SIGHT

WHY IT EXCELS ALL OTHERS:

1. It has *Visible Totals.*
2. It IS a *Visible Printer.*
3. Its novel *Automatic Key Correction* saves 25% of the time of your operator on regular work.
4. It has a paper carriage with a *lateral movement only,* so that items *must be printed* on the paper.
5. It has an *automatic* ribbon feed and reverse.
6. It has an *automatic* clear signal.
7. It has a *perfectly constructed* bell signal and item counter.
8. It has a *mechanical governor* which makes possible great speed.
9. It is constructed on the correct mechanical principle.
10. Its neatness of design.
11. Every part of the machine is made from the best the market affords, of its respective kind.
12. As it is clearly the *Best on Earth,* none other can be better.

Allow us the privilege of proving our claims — *Ask for Catalog and Prices*

THE ADDER MACHINE COMPANY

WILKES BARRE, PENNSYLVANIA, U. S. A.

THE BEST on the MARKET !

THE ADDRESSOGRAPH PAYS HIGHEST DIVIDENDS

The Addressograph is an Unusual Investment Opportunity!

IT PAYS THE HIGHEST DIVIDENDS!

THAT is WHY THE ADDRESSOGRAPH is in such DEMAND.

SALES for last year show that of every 100 ADDRESSING MACHINES sold, 89 were ADDRESSOGRAPHS.

WHAT does this mean ?

THIS means that THE ADDRESSOGRAPH IS THE BEST ON THE MARKET!

30,000 satisfied "HAVE BOUGHTS" are unanimous in their APPROVAL.

IT IS NOT HOW MUCH IS MADE BUT HOW MUCH IS SAVED THAT COUNTS.

THE ADDRESSOGRAPH has proved to be an unlimited

TIME AND MONEY SAVER

THE ADDRESSOGRAPH addresses are the highest type of mechanical addresses.

FACSIMILE TYPEWRITTEN

3,000 per hour on anything required.

Cost 3 cents per thousand.

THIS SYSTEM is being used by all departments of the Government, principal Railroads, Insurance Companies, Banks, Lodges, Associations, Steamboat Companies, Brokers, Coal dealers, Lumber dealers, and in every line of business to the greatest of advantage.

"Satisfied Users" is our best advertisement.

Shall we tell you how other firms in your line of business are using THE ADDRESSOGRAPH?

Write for Information.

ADDRESSOGRAPH COMPANY

234 W. Van Buren St. CHICAGO, ILL.

HIGHEST DIVIDENDS BEST ON THE MARKET

"Lundstrom"

Sectional Office Shelving

Neatly Finished in Solid Golden Oak. Quality and Construction Guaranteed

Shipped on Approval **We Pay the Freight**

$1.00 to $1.75 Per Section

Rigid economy, acquired by the manufacture of a single product in large quantities and our modern methods of selling direct to the user, enables us to offer a superior article at a considerable saving in cost to the purchaser.

ADAPTABILITY—The LUNDSTROM Sectional Shelving is especially adapted for use in modern office buildings, where space is limited. These cases being capable of horizontal as well as vertical extension, they may be used between and under windows or other odd spaces which would otherwise be unavailable. Furnished in three different heights; 10½, 12½ and 14½ inches respectively; and in two different lengths; 34 and 25½ inches.

ECONOMY—The economy of the LUNDSTROM Sectional Shelving is apparent when compared with the cost of building common pine shelves, without mentioning the inconvenience of having the office in a dismantled condition while such fixtures are being installed. If a change of location is contemplated, the sectional shelving can be removed, one section at a time, without disturbing the contents, transported to the new office and set up, ready for use.

We will exhibit this Sectional Shelving as well as a full line of our Sectional Bookcases and Filing Cabinets, at the National Business Show, to be held at Madison Square Garden, New York City, Oct. 12th to 19th, inclusive. If you cannot attend this exhibit,

Send for our free illustrated catalog No. 109.

The B. D. Lundstrom Mfg. Co. Manufacturers of Sectional Bookcases and Filing Cabinets **Little Falls, N.Y.**

VICTOR

Because it has solved the problem of permanent alignment with its one-inch type bar bearing.

The permanent alignment of the Victor commends it to those who are particular to have their correspondence neatly and accurately done.

The appearance of the correspondence is often looked upon as reflecting the character and enterprise of the sender.

In view of that fact can you afford not to have your work well done?

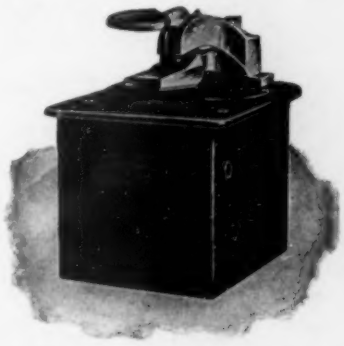
A descriptive Catalogue upon request.

Territory open to dealers.

VICTOR TYPEWRITER COMPANY
812-814 Greenwich St.
New York

BAIRD RAPID LEVER TIME STAMP

Employees Time Recorder, Job Ticket Timer, for Stamping Time on Letters, Orders, Etc. Invaluable in Banks, Hotels, Offices, Factories, Etc.



ACCURATE DURABLE
RELIABLE SATISFACTORY

Descriptive Circulars Mailed on Request.

BAIRD MFG. COMPANY
1596 North Halsted Street
CHICAGO, ILL.

C. N. FAY, President
CHAS. B. PRICE, Secretary-Treasurer
J. P. DAVES, Manager Domestic Sales

The Remington-Sholes Company

Has purchased from the Arithmograph Company the Remington (Fay) SHOLES Typewriter and The Arithmograph, stock in trade, plant, patents, trade marks, trade names and good will, and will continue the business at the old stand, under its original name, of which it was for a time deprived by decree of the United States Circuit Court, upon suit brought by the manufacturers of the Remington Standard Typewriter. This decree, having been reversed by the Supreme Court of the United States, in a final decision broadly confirming our right to the original corporate and trade names, we shall hereafter use the same throughout the United States. In Foreign countries, having as far back as 1898, obtained a like decision from the Imperial German Supreme Court, our representatives have always used them and will continue to do so.

We have abandoned branch offices and propose to sell only at wholesale.

We offer Dealers discounts upon our well-known goods, such as to enable them to do business.

THE REMINGTON-SHOLES COMPANY,
127 Rees Street,
Chicago, U. S. A.

"With the KEY on the Cover"

OFFICE APPLIANCES

OPENS the DOOR to the MODERN OFFICE

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YOU must originate, and you must sympathize; you must possess, at the same time, the habit of communicating and the habit of listening. The union is rather rare, but irresistible.

—*Beaconsfield*

OFFICE
APPLIANCES
THE CONNECTING LINK
BETWEEN THE MANUFACTURERS
AND DEALERS
OF TWO HEMISPHERES
OFFICE APPLIANCES
MASTERSON

OFFICE APPLIANCES

REVIEWING the Field of Typewriters, Adding Machines, Time and Cash Recorders, Loose Leaf Devices, Office Furniture, Supplies and Specialties.

A MONTHLY MAGAZINE

GUIDING the Interests of Manufacturers, Commercial Stationers, Office Appliance Dealers, Salesmen and Consumers, and Reporting New Inventions.

Vol. 6. CHICAGO, NOVEMBER, 1907. No. 6.

Business Loyalty.

A Story from Life, Well Directed and Certainly Sure of Its Moral.

There are more Benedict Arnolds in business than ever were in war. Their compensation, however, ultimately is the same. Judas, the greatest of traitors, hanged himself from a tree; Arnold, disgraced and deserted, died alone in a London garret. One betrayed his master from cupidity; the other betrayed his country from motives of jealousy and revenge, but regardless of motives that inspire disloyalty, every traitor sooner or later becomes his own judge and his own executioner.

A certain young man had been selling a staple machine that had been on the market without competition, for many years. The cost of manufacture had deterred others from entering into the same field and the machine itself had reached such a stage of perfection that inventive genius had declared it impossible to further improve it.

Young Mr. Know-it-all had won the esteem and interest of Mr. Jones, his employer, but in the course of his experience he found many would-be customers who could not pay the price asked for the Jones machine. Just about this time a new machine was launched upon the market. It appeared to embody all the principles of the Jones device and the price was a third less. Experts, however, declared that it could not stand the strain of more than three years.

Here, Mr. Know-it-all reasoned, was an opportunity to make some money. If he could not sell a Jones machine he could sell a Brown for one-third less. His elastic conscience told him that no one could be injured by such a transaction because every one who could afford it would buy the Jones machine anyway. The Brown customers never would become patrons of Jones.

In the course of a year or two, Know-it-all had added five thousand dollars to his bank account. Just at this time the experts' predictions were verified. The Brown machines were giving out. Brown & Co., however, through the efforts of Know-it-all, had built up a very successful business. From a small capital without credit they had grown and prospered to such an extent that all the capital they needed was now available. Their experts had been at work also and a new machine had been built that embodied improvements over the Jones machine, but the selling price was the same. The cheaper Brown machine was now withdrawn from the market and Mr. Know-in-all was compelled to depend entirely upon his efforts in behalf of Jones & Co.

Within a year from this time Mr. Jones died. Died without knowing of the duplicity of Know-it-all. So well had he ingratiated himself into the regard of his employer that he now found himself the principle heir of Mr. Jones. And now to his sorrow Mr. Know-it-all found, like Frankensten, that he had created a monster that threatened to devour him. He had made it possible for competition to creep into the field. He it was who had built up a rival to Jones & Co. and now as successor to that company he found himself handicapped by competition he could not meet. It was not long before he was forced to sell out to Brown & Co. at a great loss. Traitor to his employer, he had proven traitor to himself. He had undermined his own prospects and in doing so had dug his own grave.

"Honesty is the best policy," but some one has said honest is not "policy," but a virtue. Loyalty, however, too often is the result of policy. True faithfulness to one's employer means faithfulness to oneself. Young man, every time you are disloyal to any one you are disloyal to yourself, you are crucifying your high ideals, you are lowering your standards of business integrity and soon you will be looking through spectacles which will distort every true perspective of life.

The dog that bites the hand that feeds him is the most dispised of all animal creation, and although a man may earn every dollar he is paid, he certainly is a low speciman of humanity if he can turn and slander the man who employs him. Who has not met the salesman who is constantly insinuating and reflecting upon his employer and making excuses for this, that and the other? Thank goodness that the law of compensation rapidly eliminates such fellows from the legitimate field of business.

If every one could only see that it is not merely a question of loyalty to an employer but that it is the much more vital question of loyalty to one's own ideals and princpals and that as we sow we certainly must reap.

In the midst of persecution and slander of the vilest nature, Capt. John Smith refused to desert the little starving colony in Virginia. It mattered not that they called him pirate, dictator and cut-throat, he remained loyal to his charge until caried aboard ship wounded and sick. His reputation had been blackened, he had lost his command and retired from the field in evident disgrace, but the colony had been saved; the germ of a nation had been planted, and the principles for which he fought were at last firmly established.

How many Capt. John Smith's are there today in the business world? Young man, before you accept a commission in the army of business, be sure that your cause is a just one, but having once drawn your sword fight your way to success regardless of difficulties, but better plunge it into the very heart of your business career before flashing that blade in the face of your employer.

There are two sides to every question and this question of loyalty is one that can only be considered in a general way at this time. Circumstances, in every case, must decide what constitutes loyalty. Again, it is very probable that the average employe is much more loyal to his employer than the average employer is to his employe. The other aspects of this question may be considered in another article, but every man must decide questions of duty independently of other people's actions. In short, if you don't like your job, you have the great American privilege of quitting, but so long as you have it, guard it; defend it, and honor it. The business world has no place for traitors. Remember that the law of compensation has decreed that every Judas shall be his own judge and executioner!

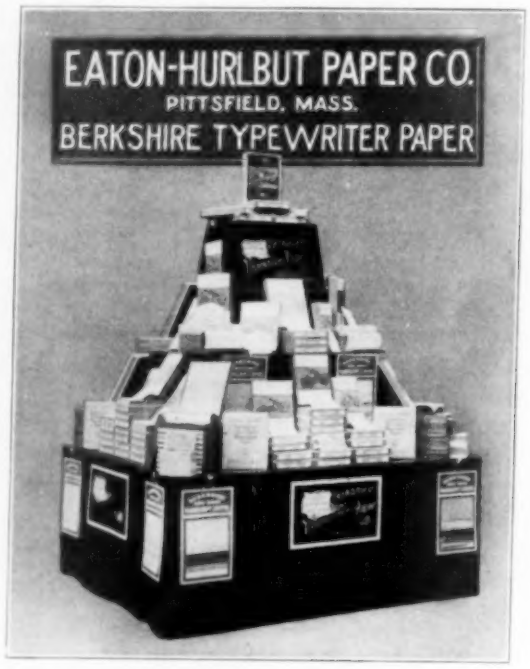
The New York Business Show.

BY FRANK RUTHERFORD.

There are certain things that may in their initial stages be started merely as experiments, that develop by the lapse of time into permanent institutions. The "Typewriter and Office Appliance Show" started some three or four years ago by those energetic young men, Messrs. Cochrane and Payne, with a very considerable amount of misgiving, has developed into an affair of international importance, and is now regarded by the huge trades interested, and the business community generally as a permanent institution. The office appliance manufacturers look forward to the New York Business Show as a favorable opportunity to introduce to the public, and the busy business man in particular, such new inventions and developments along the line of labor-saving office devices as they may have produced. The dealer in kindred appliances regards the Business Show as the ideal place for him to attend, and thoroughly post himself on all the newest ideas in his particular line of business. Furthermore it permits him to place himself in direct contact with a score or more manufacturers of devices in which he is interested, learn from them personally exactly what the various articles will or will not do, and afford him the opportunity of comparison while the essential features of each invention are fresh in his mind. Above all he is able to secure personal interviews with the manufacturers or their representatives, and obtain directly from them such concessions or contracts as would otherwise have entailed weeks of correspondence, and possibly months of delay. That the office appliance dealer appreciates this opportunity is shown by the large number of dealers who came from all over the country to the 1907 show, and closed contracts, which brought the "smile that won't come off" to the face of the manufacturer.

Many Orders Taken.

That the business man and buyer regards the Business Show as a permanent institution is abundantly proved, by the large number that attended the show just closed, made an intelligent investigation of all the varied exhibits, and then placed their orders judiciously and liberally. Scores of them had delayed making their purchases of necessary office equipment until they had an opportunity of examining the new things that had been evolved during the intervening months since the last exhibition. The business man has been educated up to the fact that the Business Show will afford him the opportunity of seeing and knowing about all that is new in office equipment and when the show comes round he either attends himself, or sends his clerk or stenographer to make the necessary investigation.



A HANDSOME PAPER DISPLAY.

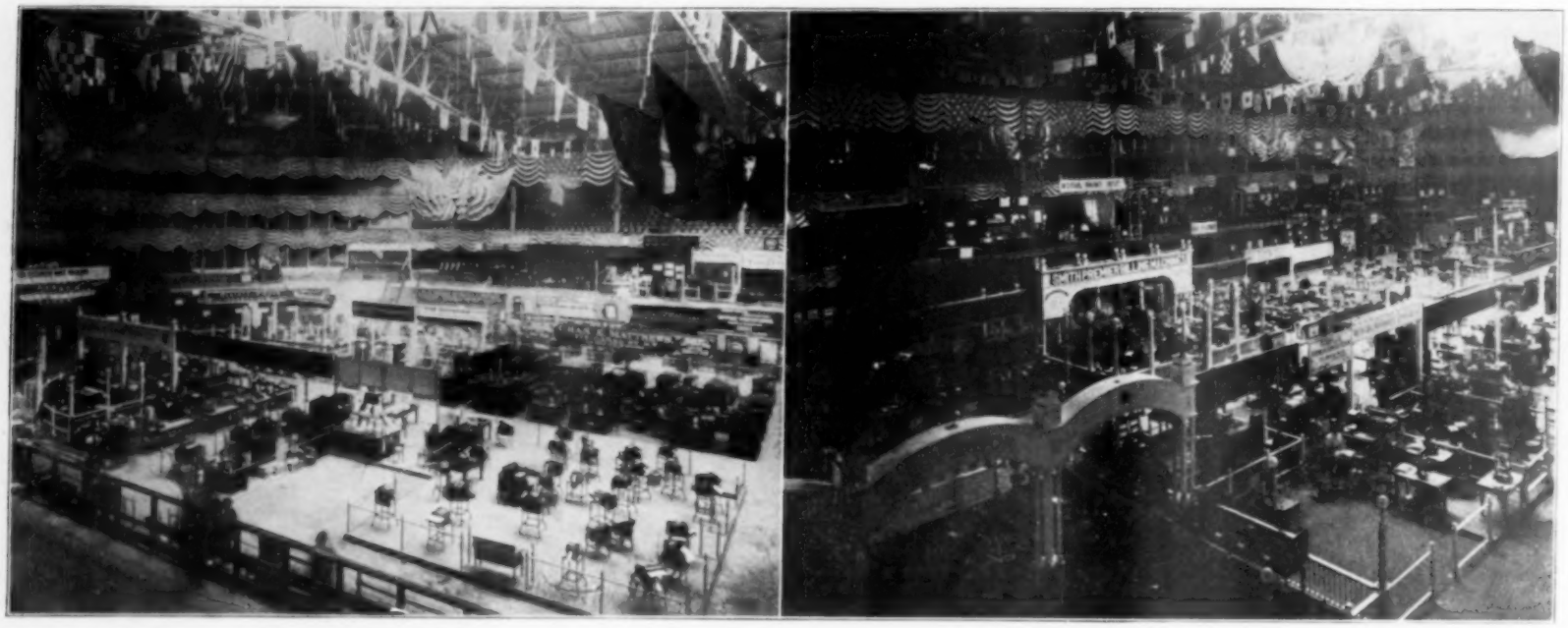
To the salesman the Business Show is an education in itself. During the year he has been so busy "plugging for orders," and trying to learn all he can about his own machine, that he has had little time or opportunity to post himself on what his competitor is doing. He may console himself with the thought that he has the best device on the market. Possibly in his ignorance he may, in cases of competition, argue from a point of view, which, had he known his opponent's machine better, he would never have adopted. At the show he has the needed opportunity of investigation. We saw scores of such salesmen at the show just closed closely examining their competitors machines. We know that such investigation must have done them good. They have become broader minded. They must have recognized some of the superior points of their competitor's machines, and at the same time ascertained certain weaknesses, which will later afford them a favorable opportunity of dilating upon in closing future deals.

Many Modern Devices.

To the office man the advantages of such a show are too obvious to need much comment. The exigencies of business demand that everything shall be carried out with dispatch and accuracy, and the many articles on display afford the finest possible opportunity for keeping the office equipment up to date. The huge attendance at the show this year—an attendance which has far exceeded that of previous years—proves the vast interest which has been awakened and perpetuated by this annual exhibit of office appliances.

Sufficient we think has been written to prove that the Business Show has become a part and parcel of our business life, and is now regarded and looked forward to as a permanent and valuable institution. Its great success and able management we owe entirely to the indomitable perseverance and energy of its promoters, Messrs. Cochrane and Payne, ably assisted by the equally tireless manager, Mr. A. L. Fierlien.

The Business Show this year was held as usual at Madison Square Garden. The man-



GENERAL VIEWS, NATIONAL BUSINESS SHOW, NEW YORK.

agement had expended some thousands of dollars in decorating the roof and sides of the immense arena with flags, banners and colored drapery until it presented a very animated and pleasing appearance. A band discoursed sweet sounds at intervals, and singers regaled the audience with some of the most popular songs of the day.

The main floor of the Garden, and the first gallery were crowded with exhibits, detailed descriptions of which are given elsewhere. The show was remarkable for the fact that more typewriters were on exhibition than on any previous occasion, and in this respect was more fairly representative of its initial purpose.

On entering the building the huge electric signs in red lights of the Underwood Typewriter Company were the first things to command attention. The signs occupied the whole eastern end of the hall from the roof to the top of the booth.

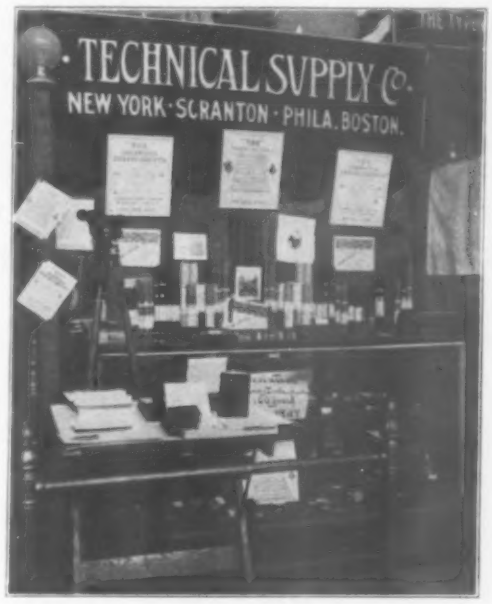
The Remington Typewriter Co., who exhibited this year for the first time in New York, had a large electric flash light sign opposite their booth, and this threw a ruddy glow every few minutes. Other exhibits added a similar hue to the general illumination, thus affording a great relief and a general air of comfort instead of the usual dazzling cold glare of the ordinary electric light.

The exhibits on the whole were of a high order. On the main floor the booths were large, and decorated in a tasty and pleasing manner. The crowds that attended nightly kept the attendants hard at work explaining the virtues of the various exhibits. So great were the crowds on Wednesday and the remaining evenings of the show that the aisles were almost impassable, and an attempt to cross from one booth to another demanded the strength and agility of a first-class football player.

Novelties and Attractions.

The International Typewriting Contest evoked much interest. A detailed report of this is given elsewhere. The championship cup, subscriptions for which were raised by the editor of "Office Appliances," was on exhibition at the booth of this paper, and called forth many exclamations of surprise at its wondrous size and beauty. It was the admiration and envy of all who saw it. The backing of handsome ferns which Mr. Patterson gave it in the booth showed it off to advantage, but it looked not a whit the worse in the red booth of the Underwood company flanked on either side with lovely crysanthemums, amid the radiance of innumerable red electric lights.

There were some novelties at the show, one being the Duntley Adding Machine, which is another addition to the rapidly growing list of typewriter adding machines. Another invention along this line was the Wahl adding attachment to the Remington typewriter, which also received much attention. The "Writer-Press" was exhibited here for the first time, and proved a great favorite with all who investigated. It was prophesied that a great future awaited this invention. The McCall



TECHNICAL SUPPLY CO.

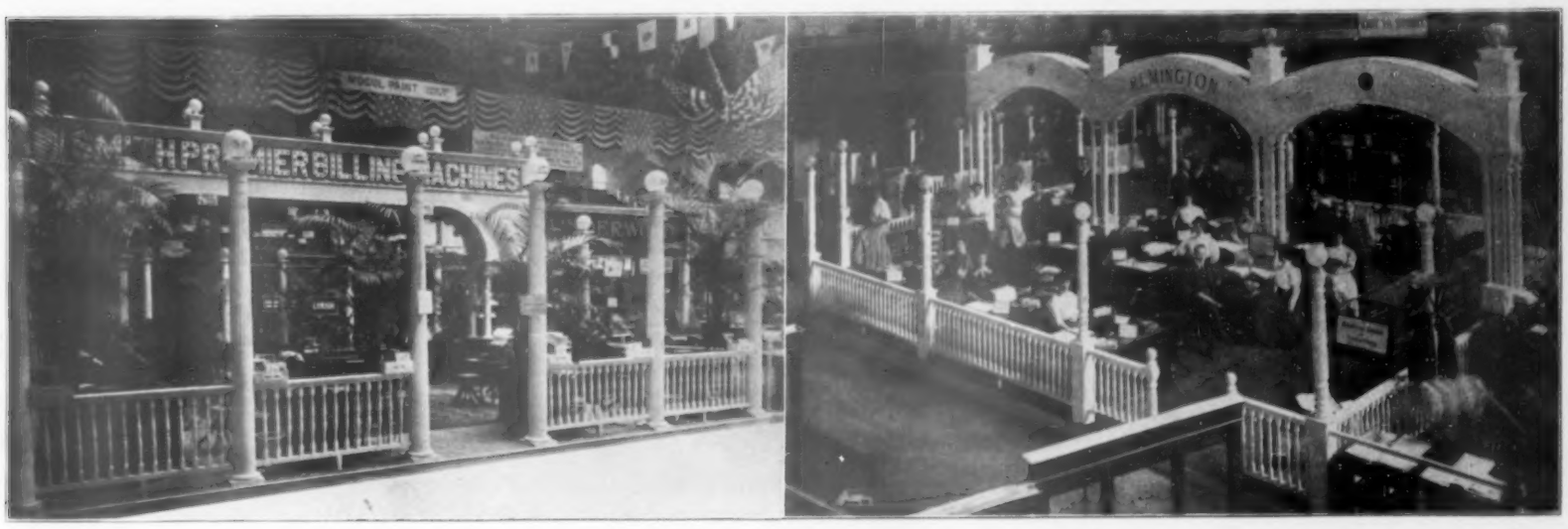
automatic typewriter was the one great feature of the show in the way of modern invention. The models on exhibition practically demonstrated the wonderful duplicating powers of this machine. The adaptations of the perforated paper roll to the production of personal circular letters is certainly ingenious and the wonderful way in which the machine wrote and the rapidity displayed called forth from all who witnessed it expressions of astonishment and admiration. A great feature awaits this machine when fully developed.

Three envelope sealers were shown, the Simplex, the Bowes, and the Shermack. All are remarkable machines, and deserve attention at the hands of dealers and business men. The Schermack envelope sealer and stamper, which was exhibited last year was on display this year in a much improved form.

In typewriters the Remington had a fine display and made a feature of their billing advantages. The Underwood company also showed their billing attachments and check writing machines. The Smith Premier Typewriter Co. had an attractive booth, and devoted their attention to the advantages of their billing systems. The Hammond company had a fine position and drew immense crowds with the many popular features of their machine. The Secor typewriter was to the front with its unique advantages, and every one seemed to think that this machine has a great future. The Columbia Barlock was on exhibition here for the first time, and their new models evoked much favorable comment. The Monarch Visible had an attractive display, and are rapidly entering the billing field. A new claimant for honors of the first class was the Sun typewriter. The advantages of this machine are many, and it will be heard from later. The Fox Visible had a display, and was well spoken of by all who investigated. The Victor typewriter was shown for the first time, and the wide bearing of its typebars, and ingenious ribbon movement called forth much favorable comment. The Elliott Fisher Co. with its bookkeeping and billing and adding devices had an attractive display, which drew large interesting crowds. The Junior typewriter, the smallest machine on the market, was shown for the first time. It is very light, but does good work rapidly.

The adding machine industry was largely represented. The Burroughs company had a fine display of all their varied makes. The Comptograph booth showed their many models in an attractive manner. Several new adaptations to the demands of business were on exhibition at the booth of the Universal. The Comptometer had a large staff of expert operators, who gave demonstrations every hour of the day and evening. The Wales company proved to large crowds of interested investigators the advantages of visible printing. The Standard showed nine different models of their popular machine, and the Pike company had an exhibit that was both interesting and instructive.

The Gammeter Multigraph showed the much



TWO OF THE HANDSOMEST BOOTHS AT THE BUSINESS SHOW.

enlarged field of work now opened up by their machine. It is now almost a printing press. A machine that has a large future before it is the Signotype, which writes signs in two colors. Several time recorders were on exhibition, full details of which are given elsewhere.

Space will not permit us to dwell longer on the many exhibits shown. They were all interesting and worthy of detailed investigation. The exhibitors on the whole were undoubtedly well pleased with the results they obtained. That they were all hard worked goes without saying. They were so hard pressed as a matter of fact, that when Manager Cochrane suggested that the show should not close until 11:30 Saturday night, many of them appealed to him to have the closing hour fixed at 10:30, as their strength and energies were spent and they were "well satisfied." This expression of opinion plainly showed that the show was a great success, and managers, exhibitors, and all concerned are to be congratulated on such a happy outcome to all their labors.

May next year be even more sucessful than this year! That it will be there can be no doubt, for the Business Show has come to stay as a permanent institution.

DETAILS OF DISPLAYS.

THE PIKE ADDING MACHINE CO. of New York had a fine display of the well-known Pike adding machines. This machine has many new and valuable features, and is having a large sale.

* * *

NATIONAL PHONOGRAPH CO of New York and Orange, N. J., showed the Bates numbering machine and the well known Edison business phonograph. This booth was always the center of an investigating crowd, and it was the advantage of the Commercial phonograph to the demands of business was fully exemplified by an expert corps of demonstrators.

* * *

THE BATES MFG. CO. at their booth displayed their numbering machines.

* * *

THE TYPEWRITER SPECIALTY CO. of New York showed their new typewriter and adding machine cover, which is dust, moisture and climate proof. Their booth was entirely covered and decorated with rubber cloth.

* * *

THE REMINGTON TYPEWRITER CO. of New York had a large space at the Fourth Avenue end of the Garden. It occupied the end and extended across two aisles. This was the first occasion that this company had exhibited at the business show in New York, and their advent was welcomed by their multitude of friends, and operators. During the whole of the exhibition their booth was the center of a host of visitors, and the twelve operators in attendance, as well as the large staff of officers and salesmen were kept on the rush explaining the manifold uses of this well known and popular machine. The booth itself was most attractive. In the center were three arches, with handsomely turned pillars illuminated with electric lights with globes in the shape of rosettes. The arches were topped with globes in the shape of blooming flowers. Around the booth were twelve pillars painted white and topped with electric globes. An interesting feature of the display was the historical exhibit with eight different models from the first wooden model Remington typewriter to the latest and most approved 1907 model, thus demonstrating the evolution of the typewriter to its present form. Their billing machine exhibit comprised machines for writing of orders, and sales book records, monthly statements, the unit system, and daily charge sheets, card indexing, the writing of labels, steamship manifests, check protecting typewriters, rapid addressing stencils, the Wahl adding attachment on the Remington billing machines, and labor saving carbon devices. Sample forms were shown illustrating the different systems of binders for holding loose leaf forms, and demonstrating the manifolding power of the Remington for number of copies. Then there was an attachment on the machines for exact registration on the insertion and removal of forms. They also showed a labor saving carbon device by which 10 or 12 second sheets are placed in a folder, with one carbon sheet attached. Another exhibit was a machine with 27 inch carriage for writing steamship manifests. For label addressing a small attachment is added to the left hand side of the machine, and the label inserted. This does the work perfectly, and can be used for any size label or tag. During the show the officials dispensed souvenirs in the form of mirrors with the red seal trademark of the Remington on the back.

* * *

THE BECK DUPLICATOR of New York exhibited a large line of their well known and popular Champion duplicators, in all sizes. The special feature of this duplicator is the cloth film, which obviates peeling and tearing.

* * *

CHARLES E. MATHEWS of 275 Canal St., New York, exhibited a splendid line of office furniture. The roll and flat top desks included the new sanitary desks, which are raised from the floor, so as to permit the cleaning of the office. He also displayed a fine line of upholstered leather goods, director's tables, and bookcases. The whole exhibit occupied a large space, the goods were of unrivaled attractiveness, and invariably called forth encomiums of praise from all visitors.

* * *

THE ELLIOTT ADDRESSING MACHINE CO. of New York and Boston, displayed their well known addressing machines. An attractive feature was the latest model in the addressing machine, which is 50 per cent more easy running than the older model. The cutting machine which accompanies the addressing machine, has also been improved and does 50 per cent more work than the older models. They also showed a complete line of their card indexing systems.

* * *

THE UNIVERSAL ADDING MACHINE of St. Louis and New York occupied a commanding space at the left of the main entrance. This booth had rounded corners, which added to its attractiveness, and was surrounded with fifteen fluted white pillars, each topped with a handsome globe scintillating with electric lights. In addition to showing their ordinary run of well known machines, they had on exhibition a machine for recording time, printing the hours and minutes for making up pay rolls. They also showed a machine for tabulating and cross footing. This machine can be used for ordinary additions as well as cross addings, and will also print without adding. It is largely used by the wholesale dry goods firms for jobbing purposes. Palms and ferns added very considerably to the beauty of this display.

* * *

A. B. DICK & CO. of New York and Chicago displayed a full line of the Edison Mimeographs and the automatic circular and letter folding machine. Both machines have been much improved since last year, and do unrivaled work. The circular folding machine will fold circulars at the rate of 500 per hour and the mimeograph will produce 50 or 60 circulars per minute.

* * *

THE ADDRESSOGRAPH CO. of Chicago exhibited a full line of their addressing machines. This machine will address from 200 to 300 addresses per hour in facsimile typewriting. The type is of both rubber and metal and the machines are actuated both by foot and electric power. The new features of this machine are the automatic cut-off, the pay roll attachment, which feeds through the paper and spaces it correctly according to the ruling on the paper. They also showed a dating attachment.

* * *

EATON HURLBUT PAPER CO. of Pittsfield, Mass., showed a very full line of typewriter papers and typewriter manuscript covers and mimeograph papers. The company has devised what is termed a Star List, which is a list to send a cut or drawing and a suggestion for an advertisement each month, or four times per month gratis to every customer that makes application. They started this plan about two months ago, and already they have over 600 applications, and they are increasing at the rate of 40 per day. The typewriter paper department of this firm has doubled its output in the last two years.

* * *

PHILIP HANO & CO., New York, displayed automatic registers and rolls, counter sales books, salesman's order books, shipping receipts, loose leaf systems, and loose leaf binders.

* * *

THE BURROUGHS ADDING MACHINE CO. of Detroit and New York exhibited their famous adding machines of all varieties in an extensive space, and a prominent position. They showed the machines actuated both by hand and electricity. A notable exhibit was a twin adding machine, which is used for doing very wide work. Another novel feature was a variegated or colored keyboard. During the show Mr. L. E. Spalding gave exhibits of his speed on the machine. He added and listed 500 checks in six minutes and 18 seconds, which is the fastest time on record. They also showed an interesting novelty in the shape of a machine stripped and slowed down to about one stroke per minute, so as to show the exact operation and automatic action of the Burroughs adding machine.

* * *

THE HAMMOND TYPEWRITER CO. occupied the same space as they did last year. The booth was very tastefully arranged, with a profusion of palms, ferns and cut flowers. Amid these pleasant surroundings they displayed typewriters for all peoples and every tongue, among these were machines for the Servian language, for the Sindhi of India, and a special Roman type for the Argentine government. In a glass case were shown a large number of medals received by the Hammond Co., including the grand prize of the Canadian Business Show. In order to expedite the changing of type, for which this machine is unique, they had on exhibition a case containing type for every language spoken. Several operators were in attendance, and during the whole show the booth was surrounded with a large interested crowd, who not only investigated the merits of the Hammond, but gave their orders for machines. They made the first sale on the opening night. The New York manager, Mr. Chas. O. Gardner was very energetic and is most enthusiastic over the results obtained at the show.

* * *

THE COMPTOGRAPH of 101 Broadway, New York, had a magnificent space decorated with 15 fluted columns painted white, topped with electric globes and lights. The booth presented a very handsome appearance. They displayed in addition to their one well known comptograph into which all their special features are combined, the oldest adding and listing machine in existence, which the company sold in 1890. This is still in fine working order, and attracted considerable attention. They also showed their latest models stripped with the cases off, and exposing the interior mechanism. They further displayed a skeleton model, which fully illustrated the beauty of the comptograph's mechanical principles. The machines were driven both by hand and electric power.

* * *

THE SECOR TYPEWRITER CO. of Derby, Conn., exhibited the Secor writing and billing machine, and their controller, which contains the escapement operated by an electric motor. This

SECOR TYPEWRITER CO.

UNDERWOOD DUPLICATOR CO.

BECK DUPLICATOR CO.

latter apparatus demonstrated the incredible speed of the machine. The Secor writing machine itself attracted a great deal of attention. The paper feed of this machine is very fine, it being almost impossible to feed a sheet in crooked. The perfect alignment is attained by having a hole in the type bar. On reaching the printing point a pin automatically enters the hole, thus maintaining splendid alignment, and securely locks the type at the printing point. There is a back spacer to the machine—an exceedingly useful attachment, and a key controls it. A two color ribbon attachment increases its usefulness for billing purposes. Feed rolls are provided front and rear, and act independently of each other. If anything gets out of order the escapement gearing may be taken completely out of the machine, and the necessary arrangements made at once.

* * *

THE SMITH PREMIER TYPEWRITER CO. of Syracuse had a most elaborate and handsome display. The booth was surrounded with fluted pillars and railings. Each pillar was surmounted with an electric light in handsome globe. In the center of the booth was an archway with electric signs and variegated electric lights, which presented an unique appearance. Graceful palms and cut flowers added to the effectiveness of the display. The company showed their special carbon roll billing machine, with proof strip attachment, also a telephone billing machine, which makes monthly telephone bills. They also exhibited machines for condensed billing, and charge the wide carriage statistical machine, special tri-colored keyboards adapted to various lines of trade. Their split order machine and correspondence machines were also shown, as well as a full line of forms devised for various lines of trade. They also displayed their type bar action electrically driven.

* * *

ECKEL & CO. of 39 Cortlandt St., New York displayed the Fluid pencil, a stylographic pen, which can be carried in any position with impunity of leakage. It is made in several colors, and in a variety of lengths.

* * *

THE MONARCH VENTILATOR CO of New York displayed a new invention very easily attached to any window without the slightest alteration to the frame.

* * *

H. ROBERTS of New York had an exhibit of the commercial graphaphones with a new recorder attachment and reproducer all in one. He also showed his own invention of a new flexible tube holder, as well as a new basket for holding the records.

* * *

OSCAR MULLER & CO. of New York displayed the Saxonia calculating machine, and a new importation from Germany called the Unitas. Both these machines are marvelous in their work and accuracy. The most difficult calculations are rapidly worked out on those machines by the seeming movement of a few pegs.

* * *

THE RAPID ADDRESSING MACHINE CO. of New York displayed their well known addressing machine in actual operation.

* * *

THE STANDARD VULCANITE PEN CO. of Brooklyn, N. Y., displayed a self-filling fountain pen. There is an opening in the side of the penholder, and on pressing at that point, the pen may be either filled or emptied at will.

* * *

F. ALEXANDER ELECTRIC & MFG. CO., 75 Fulton St., New York, displayed the miniature arc lamp, with a beautiful and powerful light.

* * *

SIEBER & TRUSSEL CO. of St. Louis, Mo., displayed everything in the line of loose leaf ledgers and loose leaf binders.

* * *

THE KALAMAZOO LOOSE LEAF BINDER CO. of 150 Nassau St., New York, showed their loose leaf binders of all kinds. They also showed for the first time a new ledger index for loose leaf binders, which requires neither tabs nor index. It is self indexing. The index is printed on the inside margin of each sheet, and the accounts are found the same as the folios in an ordinary bound book. Each account indexes itself and every other account in the book.

* * *

THE UNDERWOOD REVOLVING DUPLICATOR of New York had a most attractive booth, and showed their duplicator in actual operation turning out hundreds of personal letters. Some interesting advertising matter was given away at this booth, nicely illustrated with appropriate sketches.

* * *

THE MONARCH VISIBLE TYPEWRITER CO. of New York were located in a fine space on the right of the entrance. It was brilliantly illuminated with electric lights, and the display was always the center of an interesting group of spectators. The company showed typewriters with carriages of different lengths, one being the widest typewriter ever made, consisting of 500 characters, and taking paper 48 inches in width. They also showed the new Monarch billing machine, which possesses all the modern up to date improvements, and suitable for bill and charge work, invoicing, statement writing, and the many uses demanded by present requirements. Decimal tabulators and bichrome ribbon attachment are attached to these Monarch machines.

* * *

KOLLER & SMITH of New York showed a line of vertical files, card index systems, wood top guides, and filing cabinets generally. The Rand wood tab guides consist of a small piece of hard wood embedded in canvas, thus making a fine strong attachment. It is practically indestructible and will not bend. The guides are at such an angle that they catch the eye at once, and thus find a ready sale.

* * *

THE UNDERWOOD TYPEWRITER CO. had a very notable and imposing display in the same space as they occupied last year. The booth was wholly decorated in red, and there was a gorgeous display of electric lights and signs, the initial letters of the signs being in colored lights. The signs reached from the top of the building to the top of the booth, and were the first things to attract the notice of visitors. Within the booth Miss Fritz and other skilled operators gave hourly exhibitions, which naturally drew immense crowds. Every class and make of machine manufactured by this company was on exhibition including the correspondence and the billing machines. A novelty was the machines for car records, which had a roll of paper at the rear and a knife in the front of the machine, thus furnishing means for cutting off the paper as the records of each car were placed on the slip. The roll runs on a ball bearing rod at the rear, and consequently does not increase the tension for the operator. They also displayed machines for retail bill and charge work, the condensed bill, and the unit biller. They also showed a combined unit, bill and charge machine, with the daily sales report. Another new invention along this line was the Underwood check writing machine. This has pointed type, which makes the perforations in the check through the ribbon, thus forcing the clear writing into the check and preventing any alterations. The stub of the check is written at the same time on a carbon paper. The impression of this type does not go completely through the paper so as to make holes through the check. The writing is very clear and distinct, and the machine should prove exceedingly useful to business men. They also showed a retail bill and charge machine with tally strip attachment. A constant stream of visitors inspected the billing device of the Underwood, and the large staff of demonstrators were kept busy all the time. When it was known that Miss Fritz had won the cup, the crowds around the booth increased in number as all were anxious to see her. On Saturday evening the championship trophy was handed over in trust to the Underwood Company by the publishers of Office Appliances, and when placed in the Underwood booth flanked on either side by a floral display, it proved to be a very handsome addition.

* * *

THE RONEO CO. exhibited a very complete line of their celebrated Roneo copiers, of various sizes, including a large policy machine, which takes paper as large as bills of lading, way bills, policies, etc. An attractive feature of this booth was the only kinetoplane in the building. This was an automatic moving picture sign, which driven by electric power constantly changed, showing different signs, all of course bearing a story in praise of the Roneo copier. The booth was very nicely decorated and adjoined that of the Remington typewriter. For the first time they exhibited the Roneo letter copying book, a method of using the Roneo copied in connection with a loose leaf binder, and an index. The Roneo is certainly a marvelous machine as it copies letters of all kinds without the use of water, and that it is having a wonderful reception at the hands of the public is shown by the large number of letters on exhibition at the booth, all singing the praises of this method and reciting its advantages over all others.

* * *

THE FELT & TARRANT MFG. CO., makers of the comptometer, displayed their well known adding machine operated by a number of expert operators. Their booth was an attractive one, and was always the center of a large and interested crowd. They had on exhibition the first adding machine of any kind ever made in America. It is the original soap box model, so called from the fact that it is made from a soap box, as may be seen from the lettering on the side. Mr. Felt of the Felt & Tarrant Co., began work on this model on Thanksgiving day, 1884. It has all the mechanical points of the first comptometer, and it will work as well to-day as it did when first constructed.

* * *

AMBERG FILING AND INDEX CO. of New York showed their well known letter file devices, and an alphabetical index providing 7,200 subdivisions of the alphabet. The company's exhibit was one of the largest at the show.

* * *

CANTON ART METAL CO. of New York showed metal office devices in the line of cabinet filing devices, bank cages, etc. They also displayed a blue print plan cabinet for drawings, etc., made entirely of metal, and very handsome in appearance.

* * *

COLUMBIA TYPEWRITER MFG. CO. of New York displayed the well known Columbia barlock typewriter in several models, with carriages ranging from 10 inches to 27 inches. The new model machine with interchangeable carriage is made with either single or double keyboard. The Columbia barlock is a visible writer, with many attractive features. It was successful in winning the speed championship at the London Business Show, held recently. The 27 inch barlock is a very light, easy running machine, having ball bearings.

* * *

SHERMACK ENVELOPE SEALER AND STAMPER of Detroit, Mich. This fine envelope sealer and stamper was shown in a somewhat different form at last year's show. The new model is much improved. It automatically seals the envelopes, stamps them and counts the mail. The machine is now driven by a motor, and most effectually does the work. It will stamp, seal and count between 6,000 and 8,000 envelopes per hour. It is very handsome in appearance, and may be actuated by hand if desired.

* * *

THE STANDARD ADDING MACHINE CO. of New York and St. Louis, showed eight or nine different models of their machines from the simplest form to their electrically driven Standard. Models were displayed which were straight adding and listing machines, and others that were adding, listing and computing machines which would solve

HAMMOND TYPEWRITER CO.

COLUMBIA TYPEWRITER MFG. CO.

HERRING-HALL-MARVIN CO.

JONES LOOSE LEAF CO.

SIEBER & TRUSSELL CO.

JOHN F. SARLE.

any problem that could be evolved by the mind of man. It prints every step of each calculation for easy verification. The writing is entirely visible, and it will perform its functions in any position, and in any temperature.

* * *

WALES ADDING MACHINE CO., New York, showed the Wales visible adding machine operated both by hand and power. The leading features of this machine are that its printing is in sight all the time, and on the electric machine this is a decided advantage because everything is done so quickly that it is essential to detect errors at once. They showed a split machine for dates, and a double eliminating machine whereby any number of figures can be put down, and the amounts listed. Extraordinary interest seemed to be taken in this machine and the extra improvements recently placed on them.

* * *

FOLLETT TIME RECORDING CO., New York, exhibited time stamps for office use for stamping the time on all kinds of vouchers and correspondence. They also showed a weekly pay roll clock, as well as a time recorder for figuring the cost of job work in factories. They also displayed a machine for printing elapsed time in figures.

* * *

NAPP HURRIPHONE CO. of Trenton, N. J., displayed their telephone index and pad holder combined, a very useful article.

* * *

THE SCHAPIGRAPH CO. of New York showed their duplicating apparatus—a gelatine process, which gives 50 copies of any typewritten matter and 150 copies from handwriting from one writing.

* * *

AMERICAN SIGNOTYPE CO. of Chicago displayed their improved machine for printing signs in two colors. This is a very ingenious invention with a great future. It will print a sign 24x42 inches in a few minutes, and is so simple in operation that a boy can work it, and produce from 50 to 100 signs per day in a first-class manner.

* * *

FULTON RUBBER TYPE CO. of Elizabeth, N. J., showed rubber stamps, rubber type and inking pads of all descriptions.

* * *

STACKPOLE SALES CO. of 310 Broadway, New York, exhibited the Syracuse time recorders in their various models. They also displayed a skeleton clock showing the workings.

* * *

GAMMETER MULTIGRAPH SALES CO. of New York showed their well known and popular multigraph. The usefulness of this device is constantly spreading. It can now be used as an auxiliary office printer for printing letterheads, office blanks, statements, blanks, salesman's report blanks, card indexes, etc. It is possible to ues any kind of cut with the machine. If desired the ribbon can be dispensed with and the inking of the type done direct from a roll.

* * *

THE DUNTLEY ten key visible adding machine and typewriter atachment of Chicago, was displayed for the first time. The use of ten keys permits automatic tabulation, the amounts being written the same as a person would write in using pen or pencil. The machine has visible writing and interchangeable carriages. The same machine can be attached to any standard typewriter, and when used in this connection it will do any typewriting where adding is required. The adding machine can be used independently of the typewriter for straight listing. The typewriter can also be used for correspondence work independent of the adding machine, or both in conjunction. The adding machine prints its own items and totals direct on the cylinder of the typewriter. This is really a wonderful machine, and should be seen to be appreciated.

At the same booth was displayed a portable vacuum cleaner, intended for use in houses and offices. This machine offers convenient means for rapid and perfect cleaning by the vacuum system. The machine is light and small, and can be moved from room to room with ease. At the demonstration, flour was thrown on the rug, and rubbed in with the foot. The handle of the cleaner was passed over the flour and it was immediately sucked up into the machine, leaving the rug beautifully clean. The machine gets its power from any ordinary electric light switch, as the current used is the same as that of a 16-candle power lamp.

* * *

JONES IMPROVED LOOSE LEAF SPECIALTY CO. of Chicago showed loose leaf books of all descriptions. They exhibited for the first time the Jones improved keyless lock sectional post binder, which has many advantages over those at present in use.

* * *

MONARCH MANIFOLD BOOK CO., New York, displayed their patent pen and ink billing machine. This consists of a flat board with a metal sliding attachment on the left hand side to hold the bill in place, with two pins on the right hand side to hold the sales sheet in place. The slide allows the bill to be shifted so that all the space on the sales sheet is utilized. One can use any size bill in consecutive order. The writing of the invoice with pen or pencil at the same time writes the charge sheet or sales book. The device is very complete, and should prove of inestimable worth to those who do not use a typewriter. This firm also showed manifold books and loose leaf systems.

* * *

STANDARD ADDRESSING MACHINE CO. of New York exhibited their new model small addressing machine, as well as the regular size machine. This company has just taken over the agency of the Bowes envelope sealer, which was also on exhibition at this booth. This machine will seal 120 envelopes per minute, and will do equally good work on large or small envelopes or thick or thin.

* * *

NATIONAL VENTILATING CO. of New York displayed office and house ventilators, which will give fresh air without draughts. This apparatus can be affixed to any window, top or bottom.

* * *

HERRING HALL MARVIN SAFE CO. of New York showed safes of all kinds, burglar and fire proof, bank vaults, safe deposits and many safes for a variety of purposes. An especially noticeable safe was the "Safecraft," which consisted of a safe within a handsomely decorated wooden cabinet for household use.

* * *

IDEAL VENTILATOR CO. of New York exhibited their ideal ventilator for giving fresh air to offices and houses.

* * *

Brill & Chamberlain, New York, exhibited their steel filing cabinets. Its principal feature is that its shelves and partitions (made of metal) are removable and changeable at will. The cabinet is very roomy, weighs 200 pounds, and only occupies a floor space of 36x18 inches.

* * *

C. W. ANDERSON, 42 Beaver St., New York, exhibited samples of their fine woodwork for banks and offices. The special feature of this firm is office partitions, cabinet work of all kinds, railings, store fixtures, etc.

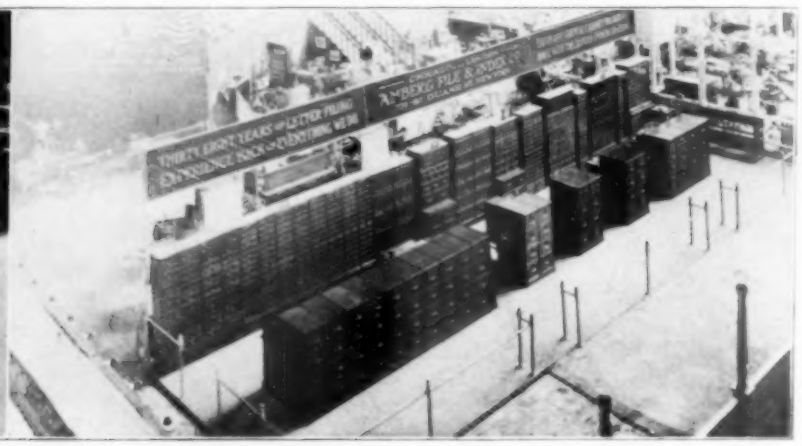
* * *

SCOFIELD & CO. of New York showed the Equipose telephone arm, and the Right in Sight copyholder. The latter is screwed to the desk, and the copy can be placed in any position, or any angle above the machine.

* * *

W. H. BUNDY RECORDING CO., of Syracuse, displayed their well known card time recorders and calculating machines. The card time recorder presents many unique features. In the manner of locking device, which prevents the card from being registered in any other but the proper position. The calculating machine adds, subtracts

CHARLES E. MATTHEWS.



AMBERG FILE & INDEX CO.

RONEO COMPANY.

COLUMBIA RIB & CARB. CO.

STANDARD ADD. MAC. CO.

and multiplies, prints, totals in red, lists, and prevents manifold working. The company have a large and attractive display, and the space is under the management of Mr. H. D. Traver, the Metropolitan representatives.

* * *

JOHN F. SARLE, of New York, showed their full line of typewriter paper and writing papers. Their specialty is the coupon bond, which was used specially in the typewriter contests for the world's championship.

* * *

MOUNT & ROBERTSON, New York, showed a handsome display of their office partitions, railing, etc., all of oak, under the well known caption of "made by the mile, sold by the foot."

* * *

LUNDSTROM SECTIONAL MFG. CO. of Rochester showed their well known sectional bookcases and filing cabinets.

* * *

A. A. WEEKS HOSKINS CO. of New York displayed a fine line of stationery, office furniture and stationery novelties of all kinds. This firm makes the proud boast that it will furnish any office complete.

* * *

MILLIONAIRE CALCULATING MACHINE, by W. A. Morschhauser, New York, exhibited their well known Millionaire calculating machine. To multiply by this machine it is only necessary to turn the crank once for each number, and once for each unit. The durability of the machine is its greatest selling point.

* * *

BRANDT CASHIER CO. of Chicago, New York, displayed their automatic cashier, which gives change for any desired amount, all that is necessary to be done is to press a key.

* * *

INTERNATIONAL TIME RECORDER CO. of New York showed their well known International and Dey time recorders, and time clocks, as well as standard time stamps. All the Dey time clocks at this exhibit were synchronized from a master clock. This feature created a considerable amount of interest.

* * *

TRIUMPHATOR CACULATING MACHINE of New York. This machine will multiply and divide, work compound interest and discounts and give the square and cube roots. It will also rapidly effect any other calculations that may be required in business. The machine is small and compact.

* * *

THE SIMPLEX AUTOMATIC ENVELOPE SEALER of New York displayed their perfected envelope sealer. On this machine envelopes with their full contents are fed in at one end of the machine, and in a moment drop out at the other sealed and counted. This machine is cleanly in its work, and is destined to have a large sale.

* * *

THE MANHATTAN OFFICE PARTITION CO. of New York exhibited their sectional locking partitions, the only patented office partitions in the world. An exceedingly neat and useful device, and very quickly placed in position. They also showed all other kinds of office fittings.

* * *

TECHNICAL SUPPLY CO., New York displayed drawing materials of all kinds, surveying instruments, engineers' and architects' supplies, etc.

* * *

THE LAMSON CONSOLIDATED STORE SERVICE CO. of New York displayed their mechanical carriers, pneumatic tubes, electric cash cable and many other devices for expediting the transaction of business in offices and stores.

* * *

THE JUNIOR TYPEWRITER CO. of New York showed for the first time the smallest typewriter in the world. It only weighs a few ounces, and in the hands of experienced operators did work which was astonishing. The machine should prove very useful to traveling men.

* * *

THE ELLIOTT-FISHER CO of New York displayed their billing, adding and bookkeeping machines. They had six demonstrators showing the various kinds of work covered by these machines. They exhibited the mode of writing in bound books, on loose leaves, the unit system of charging, manifest work for steamship companies, monthly charging and bank work. They also showed adding writing machines which wrote a line 24 inches long and 100 inches deep in bound books or loose leaf, with adding registers, which accumulated the amounts in various units such as dozens, yards, hours and minutes, feet and inches.

* * *

THE M'CALL AUTOMATIC TYPEWRITER CO. of Columbus, Ohio, displayed the greatest novelty of the show in their automatic typewriter. The models shown drew immense crowds whenever running. This machine actually prints typewritten letters, filling in the addresses in each letter, automatically, each being an original typewritten letter, not an imitation. It will write from 10,000 to 15,000 words per hour, being driven by an electric motor. The writing for this machine is prepared by making a series of perforations on a roll of paper like those for an automatic piano. A list of addresses is made in the same way. The perforated letter roll is fixed in the front, and the address roll in the rear. The machine is started, it first prints the address, then the body of the letter, then the next address, again the body of the letter and so on. Its action is uncanny and mysterious, and the work, of course, is exact facsimile of typewriting, because it is actually typewritten.

* * *

THE FOX TYPEWRITER CO. of Grand Rapids, Mich., displayed the new Fox visible typewriter, in different sizes up to 18 inches in width. One advantage of this machine was that the escapement was changeable from slow to fast. The machine attracted a considerable amount of attention, and its advantageous features were favorably commented on by every one who inspected it.

* * *

THE COLUMBIA RIBBON & CARBON CO. of New York had a nicely decorated booth, and showed their various makes of carbon paper and ribbons. In order to prove the lasting qualities of their products they for the first time used a new testing machine of their own invention.

* * *

THE TYPEWRITER PRINTING MACHINE CO. of Buffalo, N. Y., showed the "Writer Press," a marvelous and most useful duplicating machine, which did most remarkably good work, and called forth the admiration of hundreds of visitors. This machine uses metal type matching any typewriter and prints at the rate of 1,500 to 2,000 facsimile copies per hour. The type is set up as one would set up ordinary printer's type, and are locked in a regular printer's chase. All kinds of office forms or circular work may be printed, and wood cuts, electros or etchings may be used in the forms with ordinary typewritten matter. The printing is done through a ribbon in exact imitation of typewriting though an ordinary printing roller may be used if desired.

* * *

THE VICTOR TYPEWRITER CO. of New York showed for the first time the Victor typewriter. It is a visible writer, having bichrome ribbon attachment, tabulator, and all the latest up to date devices to make a first-class writing machine. The bearing of each typebar is very wide, and they are assembled together in a very clever manner. It has many advantageous features, too numerous to mention here, suffice it to say that neither time nor money has been spared to make this machine truly characteristic of its name.

* * *

CROUSE-HINDS CO. of Syracuse, N. Y., displayed the Hawley time registers, which print the times of coming and going of all employes on a pad. This firm are also agents for the Block system time recorder. This machine prints the time on cards divided into regular blocks, so as to make the calculations of time employed very easily arrived at. It is a new method and deserves careful investigation.

* * *

D. WOOD & CO. of New York City showed the Red Dwarf ink pencil, an English importation in the form of a small stylus pen, red in color and

BUNDY RECORDING CO.

LUNDSTROM BOOK CASES.

INTERNATIONAL TIME RECORDER CO.

small enough to go in the vest pocket. It is claimed for this pencil that no matter how you carry it, it will never leak.

* * *

BAMFORTH & CO. of New York had a booth filled to overflowing with postal cards and souvenirs in great profusion. It was a handsome display.

* * *

THE GERMAN AMERICAN POSTAL CARD MFG. CO. of New York displayed a splendid assortment of colored postal cards of handsome designs and fine printing.

* * *

CHARLES M. MAYER of Rochester, N. Y., showed his invention of patent racks for displaying postal cards.

* * *

THE BURNS NOVELTY DESK PAD of New York displayed a novelty in the shape of a desk pad. On one side of it was a stone for sharpening steel erasers, and on one corner was a piece of carborundum for sharpening pencils.

* * *

C. E. SHEPPARD & CO. of New York showed the well known Sheppard loose leaf devices and filing cabinets. One of the new products of this firm was the physician's ledger and the hotel register. They have also just brought out and had on exhibition a new sectional post binder, with no projecting posts.

* * *

THE KEY LOX MFG. CO. of Rochester and New York showed their well known brands of typewriter ribbons and carbon paper. They gave away as souvenirs copies of a beautiful picture 20 x30 inches, being the reproduction of a well known oil painting.

* * *

THE SUN TYPEWRITER CO of New York displayed the Sun typewriters, Models No. 2 and No. 6. They are also making a specialty of the commercial traveler's outfit consisting of a Sun typewriter in a very convenient carrying case with a total weight of only 15 pounds. The writing of the No. 2 machine is very fine, and not exceeded in beauty by that of any other machine made. It prints direct from the type, and its writing invariably calls forth the highest praise. The No. 6 Sun typewriter is a new invention, a first-class typewriter in every respect, containing all the latest up to date devices including visible writing, bichrome attachment, and automatic ribbon reverse. It writes a line 11 inches long with marginal line locking device on each side, something that no other machine has. There is no front bar to obstruct the vision. There is a central guide to ensure permanency of alignment, and there is a key for back spacing. This machine is usually worked with a ribbon, but it can be changed to a pad inking device in a few moments. This latter is especially useful in cutting stencils, as the ink shows up well on the wax surface without impairing its efficiency in any way. We shall hear more of the new Sun.

* * *

WASHBURNE O. K. PAPER FASTENERS, Syracuse, N. Y., had a fine display of these famous O. K. fasteners.

CUSHMAN & DENNISON MFG. CO., of New York City displayed their Capital inkstands, Reliance numbering machines, Duncan's envelope moisteners, Gem clasps and various office specialties.

* * *

THREE IN ONE TYPEWRITER OIL of New York showed their well known brand of 3 in 1 typewriter oil. They gave away hundreds of sample bottles of the oil.

* * *

FOX POLICE LOCK CO. of New York displayed a device for securing doors swinging in or out.

* * *

MARCUS WARD CO. of New York had on exhibition the Wagoner freehand binder. This binder

NOTHING BUT "O. K." FASTENERS.

is quite new, and is extremely useful. To use it it is only necessary to employ one hand in opening or closing it, or to handle the papers. It will hold 275 sheets of paper in a most secure manner.

MACHINES TO SELL STAMPS.

Automatic Vending Contrivances May Replace Small Postal Substations in Larger Cities.

A special committee, named by the postmaster general, have begun sessions to investigate the advantages of machines submitted for use by the government in the automatic sale of stamps.

This committee is composed of Messrs. McMillan, inspector in charge of the Washington division, chairman; Andres, of the office of the second assistant postmaster general, and Assistant Postmaster Davis, of the Washington postoffice.

Up to recently three machines had been submitted, but it is anticipated there will be between twenty and thirty on exhibition before the meetings of the committee end.

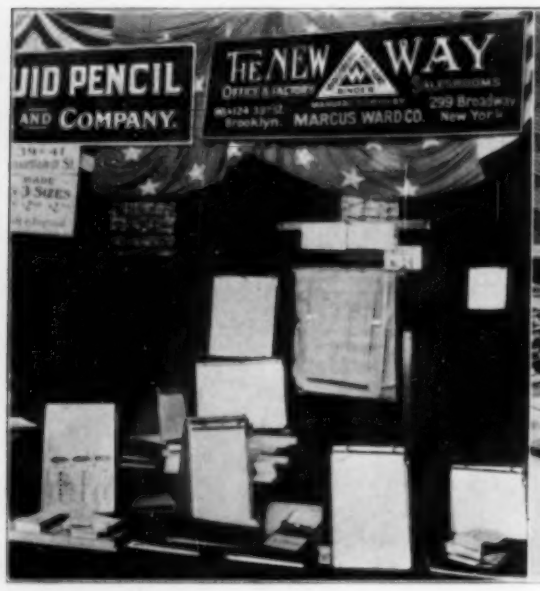
The machines submitted come from inventors in Boston, Cleveland, and Indianapolis, but the department has had letters from about thirty inventors, who say that they will submit models within a few days. One of these will come from Germany and another from England.

The machines now here will sell stamps, postal cards, and envelopes. Two will sell one and two-cent stamps, postal cards and envelopes, while another sells only envelopes.

It is the plan of the department, in case a machine is found that is regarded as successful, to place the machines in drug stores and like places, where now small substations are maintained. On the depositing of the right change, the machines will hand out the proper stamps.

The present exhibit is in the room back of the museum, on the first floor of the Post Office department building, and has attracted much attention.

The hearings of the committee will be public, except where the inventor has parts of his machine unpatented, and does not care to expose it to public view.



MARCUS WARD CO.

BURROUGHS ADDING MAC. CO.

BAMFORTH & CO.

MISS ROSE L. FRITZ

International Champion Typist, showing "World's Trophy for Speed and Accuracy
(Perpetual Prize—Value, $1,000.00)

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"OFFICE APPLIANCES"
CHICAGO
November, 1907

The International Typewriting Contest.

On Thursday evening, October 17, 1907, Miss Rose L. Fritz, of Brooklyn, N. Y., won the first International Typewriting Contest for Speed and Accuracy, defeating some of the best writers the typewriter ever produced. Miss Fritz holds the title of American champion, and now defends the title of World's champion.

The recent contest was held under the auspices of the National Business Show in the Madison Square Garden, and the event was divided into three events. Two preliminaries and the final. The judges were:

Prof. James N. Kimball, associate editor The Phonographic World, New York.

Robert A. Kells, The Kells School, New York.

M. L. Miner, Miner's Business Academy, Brooklyn.

Franklin P. Pratt, Pratt's School of Business, New York.

David H. O'Keefe, Washington Irving High School, New York.

There were seven prizes in all offered for this contest. A grand prize, the silver trophy, costing $1,000, a perpetual prize, and six cash

The First Contest for Speed and Accuracy and the World's Trophy—The Winners.

BY DAVID H. O'KEEFE.

prizes. The cash prizes were: First prize, $200; second, $150; third, $100; fourth, $50; fifth and sixth $25 each. The prize winners were:

First—Miss Rose L. Fritz, of Brooklyn.

Second—Mr. H. Otis Blaisdell, of Chicago.

Third—Mr. Emil A. Trefzger, of Chicago.

Fourth—Miss W. May Matthews, of New York.

Fifth—Mr. Paul Munter, of New York.

Sixth—Miss Lillian V. Bruorton, of Boston.

No Foreign Contestants.

It had been arranged and expected up to the last moment that there would be several foreign contestants to compete for the prizes and the championship of the world, but evidently, even though part of their transportation was promised, none appeared to compete against the American operators. However, it is evident that both the winner of this event and the trophy will be taken to England and Germany for exhibition purposes only, and with this display there is a chance that many foreign operators will be encouraged to cross the Atlantic next year to try their skill.

We understand it is the intention of the company holding the trophy in trust to take the same to the London exhibition to be held shortly at the Olympia, and again to Berlin, where special demonstrations will be given. Under no circumstances is the cup to be competed for while abroad, but must be returned to America next year for the succeeding events where the foreigners will have an opportunity of trying out their abilities and endeavor taking the trophy back with them.

Presentation and Test Meeting.

The presentation of the trophy in trust to the company on whose machine the winner made the record, took place in the Concert Hall of Madison Square Garden, Friday night, October 18, before a large and enthusiastic audience. The presentation was made by Geo. H. Patterson, managing editor and co-publisher of Office Appliances magazine of Chicago.

After the presentation Miss Fritz gave an exhibition of typewriting from dictation while

JUDGES AND CONTESTANTS IN THE INTERNATIONAL TYPEWRITING CONTEST FOR SPEED AND ACCURACY, MADISON SQUARE GARDEN, NEW YORK CITY, OCTOBER 17, 1907.

blindfolded, using a machine without character on the keyboard. The matter was dictated to her by M. A. Kennedy of the Kennedy School of Toronto, Canada, an expert dictator who has read to Miss Fritz in all the contests she has been in for years. The dictation lasted thirty minutes, during which time she wrote 3,032 words, and her "copy" contained but 19 errors. Deducting the usual penalty of five words for each error, made her average 98 words per minute, net. This is four words per minute better than her best previous record, made a year ago. The difference of eleven words a minute between this record and the one made by Miss Fritz in the International event for the World's trophy was explained by her just after this wonderful exhibition. She said that during a contest she must hold herself well within her speed because the penalties for errors are severe and the nervous tension under which all the contestants operate tends to cause a much larger proportion of errors when an operator type-

EMIL TEEFZGER, OF CHICAGO.

writes at her maximum speed. This is sometimes shown at the contests, when other operators, working at their maximum speeds, succeed in actually getting further along in the copy than she does.

Another evident reason for Miss Fritz making a greater speed in the blindfold test was the absence of taking care of "copy," the turning of pages, and watching the lines. It is evident in the case of Miss Fritz, and all real "touch" writers, that after they master the keyboard and the machine, their speed rests mostly in holding copy, and naturally, with a reader, the operator will advance a little faster than were they to follow their own copy as was required in the International event. This was required of the contestants, so that the individual abilities of the operators were brought out and the usual reader not considered.

Starting a World's Contest.

Heretofore the typewriting contests have been conducted with more or less laxity and rather with a one-sided interest, so far as the manufacturers of writing machines were concerned. With a desire to secure a prize worthy of being called the "World's Trophy," the editor of this paper took it upon himself to collect a purse sufficient to purchase a silver cup valued at $1,000, and it is certainly gratifying to those who have seen the trophy to know that such a handsome and magnificent affair is now up as a perpetual prize, to be contested annually between those who may defend the championship of the world.

We have often heard of the term "World's Championship," used but we doubt whether any other event ever held before can lay claim to have been a genuine International contest. It has usually been a hasty announcement made by those who had not taken the trouble

First Preliminary for Eligibility in the Final Event For the International Typewriting Contest.

Name.	Machine.	Total Written.	Total Errors.	Penalty.	Net Words.	Net Speed per Minute.
Rose L. Fritz	Underwood	1333	30	150	1138	79
Emil A. Trefzger	Remington	1247	24	120	1127	75
H. O. Blaisdell	Underwood	1395	61	305	1090	73
Paul Munter	Underwood	1189	28	140	1049	70
G. Higgins	Remington	1132	37	185	947	63
Lillian V. Bruorton	Underwood	1099	51	255	844	56
John H. Hotson	Remington	1042	45	225	817	54
Robert Hamburger	Remington	1068	54	270	798	53
W. May Matthews	Underwood	1199	91	455	744	50
Carl W. Schwenk	Remington	1148	83	415	733	49

The above contest was writing from copy for fifteen minutes.

of notifying the world of the event and at least making an International challenge.

For almost a year prior to the event recently held in Madison Square Garden, the co-publisher and editor of this paper had written all the trade papers, class journals and press throughout the world concerning this affair, and went so far as to offer $200 in four parcels to four different operators from four foreign localities to assist defray their expenses to America, that they might compete in this event. In addition to this many of the foreign trade papers displayed the design of the trophy, cuts having been sent to many foreign journals.

Mr. Patterson, who promoted this idea of a suitable World's trophy, and an International contest on this larger scale, has not

Second Preliminary for Eligibility in the Final Event For The International Typewriting Contest. Concert Hall, Madison Square Garden, Wednesday, October 16, Transcribing from Copy for Fifteen Minutes.

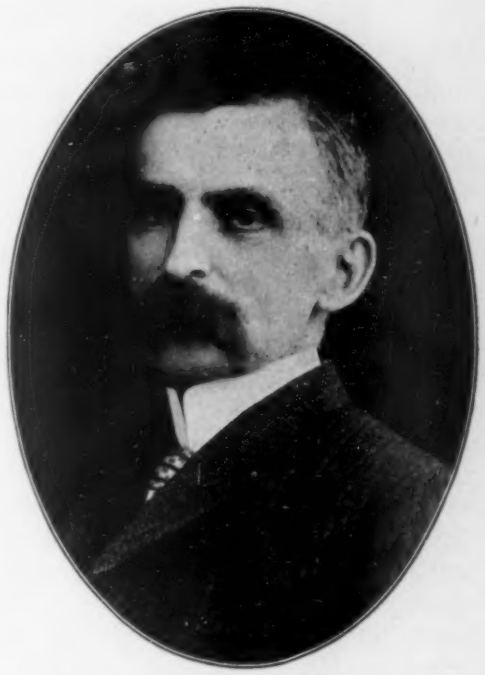
Candidates.	Machine.	Total Written.	Total Errors.	Penalty.	Net Words.	Net Words per Minute.
Peter A. McKean	Secor	977	33	165	812	54
Frances M. Keller	Underwood	931	24	120	811	54
Mrs. F. Greye Mohr	Underwood	886	37	185	701	47
Margery Adamson	Underwood	796	20	100	696	47
Carrie M. Brennan	Remington	891	45	225	666	44
Franklin P. McIlroy	Remington	794	65	325	469	31

The first five were declared qualified for the Final Event. The contest was writing from copy for fifteen minutes.

been selfish in the matter and is not desirous of earning personal publicity or other advertising from such assistance, but will lend his efforts in the future to see that the affair is handled in the broadest possible manner for the greatest possible good of all concerned—and more particularly for promoting enthusiasm among typewriter operators, proving to them that "touch" writing is "worth the while" and lending a means to produce more rapid operators and better ones—with accuracy as important a factor as speed.

The Rules.

Some persons in the west as well as a few in New York have been trying for months to bring about a modification of the rules, so as to lessen the penalty for errors by reducing it from five words to one word for an error. Opinions were solicited by Mr. Patterson from the contestants in former years as well as from others, but practically all favored keeping up the standard set in past contests. The most notable endorsement of the high standard method came from the Asheville convention of the National Reporters' Association, August 8, 1907, when after Kendrick C. Hill read his paper entitled "Shorthand and Typewriting Contests," Mr. Charles L. Morrison



PROF. J. N. KIMBALL, OF NEW YORK.

introduced a resolution sustaining the former rules and particularly the five word penalty.

The only change made in the rules for the recent contest over former years was in not counting more than one error in any one word.

It may be interesting to many to note here why a five word deduction is found necessary and agreeable to the operators.

"Professional" operators could, if they so desired, skip such words as "unconstitutional" and "manufacturing" and in their place write several following words of small syllable, and if a "one word count" were made, they would be far ahead of the game.

It was suggested that one word for each error be counted and five words deducted for each word omitted. The "professional" again could strike the letter "a" when reaching the longer words and still "fake" the count.

This was the main reason for the five word count, and although not appearing well to the public, if followed up in after years will prove as fair to one as to the other and at the same time prevent any "professionalism."

Mr. E. D. Robbins, the managing director

of the London Business Exhibition of July, 1907, was present at the final event in the International contest, and some comparisons of results were made from records in his possession.

At the London Business Show two operators made records that were compared with Miss Fritz's:

		Thirty Minutes' Dictation.		
Name.	Machine.	Words.	Errors.	Correct Words.
Rose L. Fritz, Oct. 18, 1907	Underwood	3,032	19	3,013
James Wright, Esq., 1907, in London	Bar Lock			2,460
Violet E. Smallhorn, July, 1907, at Olympia	Remington	2,746	233	2,513

For the International typewriting contest recently held in New York the two preliminaries were held to ascertain who were en-

Final Event For The International Typewriting Contest for the Championship of the World.

Madison Square Garden, October 17th, 1907.

	Name.	Machine.	Total Written.	Total Errors.	Penalty.	Net Words.	Net Speed Per Minute.
1st	Miss R. L. Fritz	Underwood	5619	81	405	5214	87
2nd	Mr. H. O. Blaisdell	Underwood	5720	148	740	4980	83
3rd	Mr. E. A. Trefzger	Remington	5152	94	470	4682	78
4th	Miss W. M. Matthews	Underwood	4910	152	760	4150	69
5th	Mr. Paul Munter	Underwood	4543	194	970	3573	60
6th	Miss L. V. Bruorton	Underwood	4402	175	875	3527	59
7th	Mr. C. W. Schwenk	Remington	4376	170	850	3526	59
8th	Mr. R. Hamburger	Remington	4338	196	980	3358	56
9th	Mr. G. Higgins	Remington	4400	221	1105	3295	55
10th	Mr. J. H. Hotson	Remington	4071	173	865	3206	53
11th	Miss F. M. Keller	Underwood	3389	50	250	3139	52
12th	Miss G. M. Brennen	Remington	3489	142	710	2779	46
13th	Mrs. F. G. Mohr	Underwood	3302	291	1455	1847	31
14th	Miss M. Adamson	Underwood	3242	322	1610	1632	27

The Journal of Accountancy.

Underwriting the Sale of Corporate Securities.

banker cares for other people's money when he receives their deposits and puts them to profitable use. He cares for other people's money when he sells bills on distant points, thus practically caring for his customer's money in transit. He cares for his customer's money when he supplies the customer with investment securities and advises him in regard to the investment of his fortune. It is in connection with this last function of the banker that the necessity for underwriting arises.

In the first place, it is necessary for you to realize why railroad companies or other corporations in need of money find it advisable, and indeed find it necessary, to deal with bankers for the purpose of disposing of their securities. In dealing with bankers they are enabled at once to sell the total amount of securities that they wish to place, and are assured at once of the money that they require for the prosecution of their business. If, instead of disposing of their securities at wholesale, as it were, they were to retail them to investors and brokers, they would run all the risk of changes in the money market and intervening panics, which might leave them to weather trying financial times only partly financed. There is the further consideration that investors would be slow to purchase securities on the strength only of the borrowing corporation's representation. The borrowing corporation, of course, is an interested party. When it sells to a banker, the banker investigates every phase of the situation, and, being an expert in the matter, bonds or shares, when placed before the public by him, come to the public with the recommendation of an expert and with the assurance that all questions affecting either the validity or the security of the investment have been thoroughly looked into and approved. In ordinary circumstances it might be unnecessary to say anything in explanation of the advisability or necessity of the corporation dealing with the banker as the wholesale dealer in securities. But there has been so much unbalanced talk on the question of the relations between corporations and bankers as to lead an uninformed person to imagine that honestly managed corporations should deal direct with the investing public, and that the presence of the banker is unnecessary and results from corrupt relations between the banker and the officers of the corporations. When a corporation wishes to dispose of bonds or stocks, it tells its banker the nature of the security it wishes to create and the price it hopes to obtain therefor. It then receives from the banker such suggestions as the banker may wish to make, for the purpose of improving either the security or marketability of the investment, and, as a result of the consultation between corporation and banker, they agree upon a form of security adapted to the market and to the conditions under which it is to be placed. In the matter of the railroad corporations, these requirements have become almost classic; in regard to industrial corporations, there is room for much ingenuity and originality, inasmuch as this kind of investment is still new in this country, and also because the greater diversity of commercial enterprises makes the requirements of different companies vary one from another.

The English investing public has long been familiar with investments in industrial securities, and if you will look at the London financial papers, the *Economist* or the *Statist*, you will see on almost every page the reports of annual meetings of industrial corporations. The securities of restaurant companies, soap manufacturers, hotel companies, etc., etc., are held by the public generally, and the public has learned the lesson that in purchasing the shares of such companies they become partners in the enterprise, and, like other partners, may expect larger returns on their investments in good times and the possible total cessation of dividends during periods of depression. With us we are prone to expect that all shares having once begun the payment of dividends at a certain rate shall continue payments at such rates.

In the creation of bonds and debentures—debenture bonds being unsecured bonds or obligations—of industrial corporations, it is often inadvisable for the corporation to mortgage or give any lien upon its property or assets, as this may interfere with the line of ordinary commercial credit that such corporation may be in the habit of receiving from its bank at certain seasons of the year. In most commercial undertakings there are recurring seasons of the year when a company lays in its stock of raw material. At this time it requires more cash than at another time of its fiscal year. When this raw material has been worked up into the finished product and the selling season sets in, cash begins to flow back to the corporation, and out of this cash the bank loans previously contracted are liquidated. It may not be economical for such a corporation, which may require additional cash during perhaps three months of the year, to have permanently on hand all the cash needed for its maximum requirements; but, on the other

Click! Click! Click! Went the Keys in the Typewriter Race at the "Business Show."

M. DE ZOYAS IN NEW YORK WORLD.

titled to enter the final event. There were sixteen contestants entered for the First Preliminary, from which the ten best operators were eligible to the Final. In the Second Preliminary, held on the following evening, there were six entries, five of whom were eligible to the Final event. In the Final there were fifteen contestants.

Correcting the Copy.

That there might be no cause for complaint, either from the operators or others, the paper on which the contestants wrote was numbered consecutively, lettered, and each operator received a certain quantity of this numbered paper with a certain letter. At the same time they were handed a piece of paper and told to write their names and the "letter" they were using on the paper, it being unknown to any one other than the individual operator what letter they were using. As the "copy" was taken from the operator, it was handed to a messenger, taken to a room in which were gathered professional proofreaders, assisted by school teachers and others who were given the sheets as they came in, and none knew whose paper they had until all the figures and errors had been calculated, and then the person holding the slips would read aloud the names attached and thus identification made for the work corrected.

In receiving the copy in the "correcting room," a person would read aloud the original manuscript, very slowly, calling out each punctuation, and indicating all special marks, quotation, paragraphing, etc. If proofreader found an error or something not usual, he would stop and the reader and the judges would decide.

Unfortunately at this event, professional proofreaders were not secured in quantity to take it entirely outside of the interest of those who were more or less concerned. This can be arranged for properly in future years. How ever, there was no cause for complaint from any one, and the work progressed splendidly, with credit to all those who participated.

As in all events of this kind, remarks are heard from some who belittle the efforts of others. To those who know, there never can be any question as to the sincerity and honesty of the conduct of this affair and we trust the future events will prove more interesting to those of the operators who lost out this year.

The Copy.

The most accurate typist displayed by this contest was Miss Fritz, who made 1.44 per cent of errors, calculating the percentage by dividing the total number written into the total errors. The next most accurate was Miss Frances Marrion Keller, whose percentage was 1.48 per cent. This is Miss Keller's first appearance in these contests.

The copy for the First Preliminary was the article "Professional Ethics," in the October, 1907, issue of "The Journal of Accountancy."

Copy for the Second Preliminary was from the Riverside Literature Series, No. 167, published by Houghton, Mifflin & Co.—"Longfellow, A Sketch of His Life."

Copy for the Final event was from the "Journal of Accountancy," September, 1906, page 321, "Underwriting the Sale of Corporate Securities."

In all cases headings and footnotes were not to be copied.

Copy for the contest was not purchased for use until the day of the separate events, so that no claim could have been made that any operator might have had an opportunity of seeing same. In fact the copy for the first event had not yet gone into the mails, as a regular publication, and had only left the press on the morning the show opened.

All the transcribing was done on "coupon bond" paper, furnished specially for the occasion and marked for the operators. In the future the stock will be somewhat heavier, as many of the operators complained that it required careful handling to get the lighter weight into their machines.

Among the Contestants.

The play for best position on the stage at the beginning of contests is not the least interesting feature of these events to those who are observant. Every one cannot have the best light, the quiet corner, the blank wall. Those who come out ahead usually sit where the best combination of these three elements is pronouncedly present. Much of Miss Bruorton's inability to eclipse her previous record in the Final, was due, no doubt, to her location at a corner of the stage where people moving about came within her line of vision. The only newcomer who seemed, in the First Preliminary, to be "onto the game," was Mr. John Higgins. He got into the corner which has been the usual location of Mr. Blaisdell. Mr. Blaisdell was just next, but on the outside. These are little things, but only the beginners are likely to overlook their importance.

In no previous contest were so many contestants from the same concern. The New York City Railway Co. has in its employ three who contested, Miss Lilliam McNamara, Mr. Leo. J. O'Hanlon and Mr. Franklin P. McIlroy. Misses Keeler and Adamson are connected with the United Stenographic Offices in New York.

Those who come out ahead in these contests make a reputation for themselves, and incidently advertise their system of text book learning and the machine on which they operated, although we believe in time this advertising element will be eliminated.

Miss Fritz is a "touch" typist, learning the art at Wood's Brooklyn school, using Chas. A. Smith's typewriting lessons, "A Practical Course in Typewriting." Mr. Blaisdell and Mr. Trefzger are both "touch" typists and graduates of the Gregg school of Chicago, using the "Rational Typewriting" method to acquire their speed. Mr. Paul Munter studied the VanSant System in the Spokane Business College, acquiring the "touch" system. Miss Matthews is another student of the VanSant system, mastering the typewriter keyboard in the Westerly Business College, Westerly, R. I. Miss Bruorton, of Boston, studied "touch" typing in the Pernin school of that city.

The Next Contest.

With this, the first International Typewriting Contest as a thing of the past, and the second event before us, it is hoped that much preparation will be done by the experts of both this and foreign lands, and that some method be arranged to handle the foreign copy that will be required to be furnished the foreigners should they come to America to compete.

This subject of "copy" is a serious one when the "foreign" language is considered, and the matter will bear thought and discussion. Mr. Patterson will be pleased to hear from teachers, students and interested parties from all quarters, and suggestions for the betterment of these events are solicited.

Those who are following the new contests must remember and appreciate that every element of colusion, graft, fake and other underhanded means of conducting a contest have been eliminated from this affair, and the copy as produced by the best operators are worthy of much study by all those who have any doubts about the genuineness of the events and the value of the copy.

With succeeding events, both local, national and international, more and better operators will be developed, and a better understanding of the value of these affairs will be brought to bear upon those who are no wcriticising them.

Further information and a discussion of this subject will be cheerfully considered at any time, with interested parties, if they will address Geo. H. Patterson, Editor, 303 Dearborn street, Chicago, Ill., U. S. A.

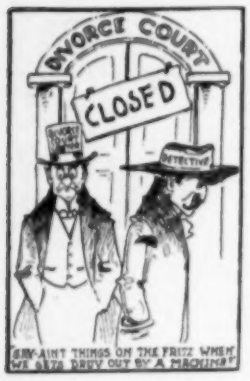
The Hit of the Show.

Newspapers Comment Humorously Upon the Possibilities of a Girlless Typewriter.

Possibly the one instrument creating the most widely comment of those exhibited at the recent National Business Show in New York, was the McCall Automatic Typewriter, the invention of T. A. McCall of Columbus, Ohio.

The press of the country has been, for weeks past, telling the public to prepare for a new machine writing without the aid of an operator, and many of the papers came out with columns after columns of warnings to stenographs advising them that their jobs were to be taken by this wonderful machine.

Such headlines as "Plans to Put Lawyers Out of Business With New Girlless Writing Machines," "Typewriter Girls Sneer at a Threat." "Stenographers to Lose Their Jobs," and the like, have been leading many to think that there was a machine really capable of doing away with the very useful typewriter operator.



What Machine Is.

In an issue of this paper, some few months ago, we gave our readers, for the first time, an opportunity of learning something of this very wonderful and useful typewriter, but there was no hint that the machine is to displace the typist or lessen the number of employed women in business.

The McCall Automatic Typewriter is designed to produce a letter in duplication of an original, in quantities, all in original typewriting, the first and only machine to accomplish such an end.

This is secured by using two separate rolls of paper, each punched by a special machine called a keyboard, one covering the names, addresses and salutations required for the entire list, and the other roll with nothing but the body of the letter.

The machine is set going and an electric motor starts the roll of perforated paper with the names and addresses, and as the perforations pass the slots holding the ends of a series of pneumatic tubes, the typebars are pulled in proper order. At the end of each line, instead of shooting the carriage to a return position, as is done with all other writing machines, this typewriter starts the second line in a reverse movement, and writes the words backwards, alternating this movement with every other line. It can thus be seen that this typewriter has a continuous writing line, without a jar to the carriage, and will thus save much time and eliminate wear on the carriage parts.

Of course the finished letters are written on roll paper, which is cut off automatically at proper lengths. In the case of letter heads, these are either printed on the roll, or if of the better kind, they are typewritten, cut off and printed afterwards, thus saving all waste and damage by spoil.

The Humorous Side.

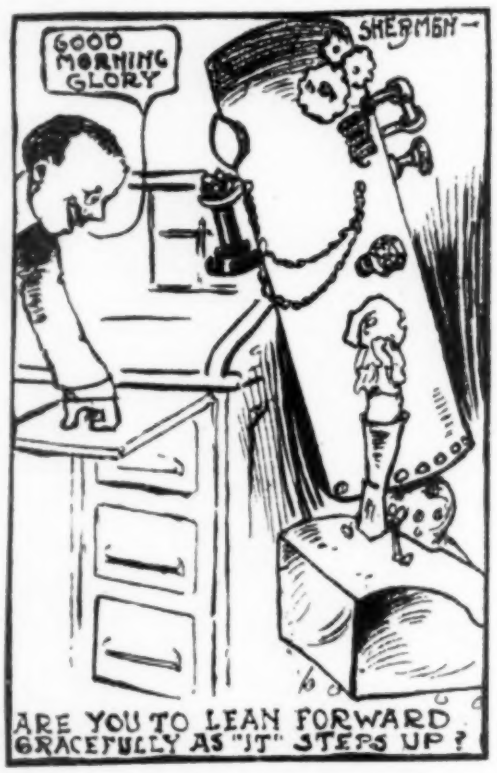
As an indication of the many suggested possibilities, we reproduce several illustrations appearing in the "Boston Journal" for October 15th, and follow here with a characteristic newspaper description of the machine and its field.

No more the Marcelled wave will leave
A brunette hair on hubby's sleeve,
To cause his wife, both blond and fat,
Mad anguish, rage and all of that—
For compressed air will take the place
Of typewritist with roguish face.

—Wails of the Susceptible.

Horrible Haricot of hairpins! Isn't it awful to contemplate? Here's A. McCall going to do away with all the typewriters and he doesn't come from the insurance company family of the same name either. Hark ye to what they say of A. McCall, inventor of Columbus, O., and the new girlless writing machine.

At Madison Square Garden, which is situated in the city of New York, east of Broadway and director beneath a tower which, while not a household word, is still well know, is now being held a business show. Crowded in among the horseless buggies and other wonderful inventions of the year is a dainty little machine with which A. McCall, of Columbus, O., expects to put extra sessions of the divorce court permanently out of business. With it he intends to drive lawyers who fatten on suits for alienation to the homing ground of the telegraph timber. He solemnly declares that the detectives who shadow hubby home from the office will be in the Othello class, and will have to look to the city hall for further work.



The machine for which Mr. McCall claims so much he guarantees to operate a typewriter at the rate of 8,000 words an hour without catching a bangle bracelet in the keys. "No more," says A. McCall, "will gobs of gum glue up the intricate internals of the machine, no matter what's the brand." And all because McCall has put aside sentiment and installed compressed air in the place of manicured mitts.

Despatches received to date are delightfully indefinite as to how you converse with the compressed air. There are no explanations as to the proper attitude toward it, whether you should lean forward gracefully as it steps up to your desk to take dictation, or whether you should adjust some harness on your head and bellow your correspondence into an unseen recipitant, at the rate of 8,000 words an hour. The habits of compressed air are still a closed book to the public. Some think that the machine is worked by a process similar to telepathy.

In this case the machine will probably be placed in a darkened office some distance from the dictator. Then he begins to think and the machine begins to work. There's one thing sure, it will be impossible to shock the machine, but in the end it will be the same old story. You will go monkeying with the new fangled machine and a bunch of compressed air will caress you up the back of the neck. Then you'll go home at night with your hair tousled and you'll get the same old general order to get rid of that typewriter.

U. S. TAKES ORDERS ON TRUST.

United States to Let Buyers Pay for Stamped Envelopes on Delivery Instead of When Ordered.

Washington, Oct. 26.—Postmaster General Meyer has issued an order respecting the purchase by business men of stamped envelopes that will mean much to business communities and to large users of the government envelopes.

It provides that when an order is placed with a postmaster for any number of stamped envelopes only the cost of the envelopes and printing thereon shall be deposited with the order, instead of the entire cost of the envelopes, printing and stamps, as at present.

The government is often five or six weeks in making a delivery of stamped envelopes.

Under the order of the postmaster general the stamps value of the envelopes will remain in the hands of the purchaser and be available for such uses as he may care to make of it while the order is being filled.

When the postmaster delivers the envelopes ordered, he will turn in to the treasury immediately the money received, thus making it available for government purposes.

A New Envelope Sealing Machine.

One of the More Recent Modern Office Devices Introduced for the First Time at the Recent New York Business Show With Much Success.

BY. W. L. McKAY.

Of all the modern office devices invented for the lightening of labor and the shortening of time, the demand for a perfect, simple and yet effective envelope sealer has been one of the greatest, with very few offering means to cover the varied and manifold rquirements called upon when closing the mail of the American business man.

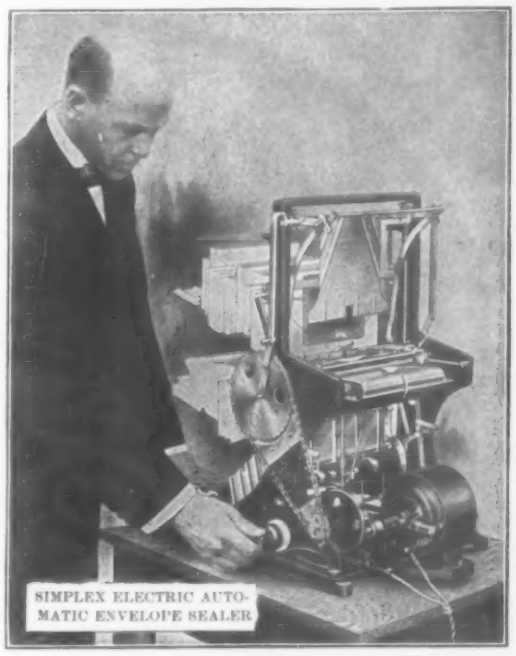
Devices have been made that would work on a certain class of envelope and which could be adjusted to other requirements, and not until Charles F. Fancher produced the Simplex Envelope sealer have we seen one that would accommodate all kinds of envelopes, all sizes and thicknesses at the one time, irrespective of stacking.

The Inventing.

Mr. Fancher worked for years on his invention, and after much experimenting found that a successful machine must operate in the same manner or as near as possible as one would by hand.

Working upon this theory the rubber rollers which were the important sealing feature of the first machine constructed, were thrown away and the new machine was so constructed that it would grasp the envelope, lick the flap and close it by means of metal fingers and carrying it to a drying rack would deposit it between two solid plates so that the flap could not become loosened in any way.

Of course, as in the case of other machines this device has gone through many stages in its development. When the company was organized to manufacture it, the model was still in a very crude state. With plenty of money available to work with, however, the progress was rapid and when the machine was placed on the market in New York City last June the first purchasers were surprised and delighted at the perfect mechanical construction and remarkable cleverness of the machine. It stands twenty-one inches high and occupies a table space of about twelve by fourteen inches, the receiving and drying racks, of course, extending beyond these limits at the rear of the machine. The envelopes are placed upon the upper rack, as illustrated, with the flaps down to the front. As many as four or five hundred may be placed upon the rack at the same time, the number depending upon the thickness of the enclosures. They may be put on regardless of size or thickness. No assorting is necessary as the machine will take any envelope from eleven inches long and five inches wide and with any thickness of enclosure up to a half inch. Thick and thin and various sizes may be mixed together in the pile. After placing the follower-block in position the operator turns the handle and a plate called the flap opening plate descends in front of the first envelope, catching the flap and turning it down at right angles to the envelope. As this operation is being performed a felt moistener which has received just sufficient water to nicely moisten the gum of one envelope from a tank at the front of the machine, is lifted mechanically and carried over to the envelope flap which is being held ready to receive it. The continued turn of the handle brings the backing plate, upon which the envelope and the moistening brush are resting, forward directly under a second plate, which, striking the envelope at the crease, and gently but firmly draws it from beneath the moistening brush, thereby making almost an exact imitation of licking the flap with the tongue, and pressing it downward toward the lower rack where a clever device like a thumb and finger of the hand grasps it and places it between the follower block and the compression plate where it is permitted to stand until it is dry. The envelope is absolutely held in this position and cannot possibly get away. The effective sealing of each envelope that passes through the machine is absolutely guaranteed by this arrangement, for each successive envelope is placed behind the



SIMPLEX ELECTRIC AUTOMATIC ENVELOPE SEALER

one that preceeds it and the compression plate promptly takes its position on the other side. Where a large quantity of envelopes are run at the same time it is advisable to remove the follower block from the drying rack as the weight of the envelopes themselves form sufficient pressure to keep the flaps in position while drying.

Counts the Work.

Looking close at the cut you will notice a cyclometer dial on the right side of the machine. This is worked by a trigger which is inside of the machine, and which is operated by the envelopes as they pass it. If an envelope is placed in the machine with the flap up instead of down, or to the rear instead of in front, so there is no chance for the machine to grasp it it does not advance as the machine works. A quick glance by the operator will tell him the trouble and he can turn the envelope around. The revolutions of the handle that have been made since the last envelope went through have not harmed this envelope, however, nor have they increased the number registered by the cyclometer, as the machine absolutely will not count unless an envelope passes through. This counting feature is a very important point as it gives the user of the machine an indisputable record of the stamps used and where large quantities are used it is very easy for leaks to occur. It also serves as a record of the number of pieces of mail sent out each day, and saves the time usually spent in counting.

The Simplex Automatic Envelope Sealer is made as a hand machine, selling for $100 f. o. b. factory, and also as an electric machine which sells for $150. The latter machine is not merely a hand machine belted up to a small motor, but as illustration shows is a machine constructed especially for power use. The motor is attached to a special cast iron base, and can be thrown on or off by means of a lever which is conveniently arranged to be worked by the left hand of the operator. A small metal handle is supplied so that the machine may be turned from one position to another without the aid of the power. This is a great convenience for it is always advisable to leave the compression plate in position against the last envelope sealed until the gum is dry.

Power and Capacity.

The power is brought to the machine by means of a combined friction and chain gear which is easily seen in the illustration. This combined gear effectually overcomes any irregularity in the resistance of the parts of the machine against the pressure of the handle. The electric machine runs as smoothly and as uniformly as is possible to wish for.

The capacity of the Simplex Automatic Envelope Sealer is from 6,000 to 8,000 envelopes per hour and with only the small amount of attention that is needed in the operation of any office appliance it may be made to do its work more neatly, more uniformly and more securely than it can possibly be done by hand, and many times more rapidly.

The great point of this machine is that it will seal all kinds of mail just as they come from the different departments of the establishment. No adjustment is necessary for size or thickness. And when it has sealed the mail it finishes the job by holding it until it is dry and there is no possibility of its work becoming undone. On account of this latter point we claim that we have no competitor in the field. Devices which merely moisten the flap and pass the envelope through rollers permitting it to fall upon the table, are merely wetting machines and not to be classed as envelope sealers.

The company marketing this device, is composed of men who are ably fitted to introduce the machine properly, and stand ready and willing to stand behind their product with the fullest guarantees, they realizing that in presenting a new proposition to the business world their prospective customers may not be willing to take for granted all that is told or said in advertisements, and are sending the machines to interested parties on ten days trial

The machine is being manufactured and marketed by the Simplex Manufacturing Co., of 140 Nassau street, New York. The company's advertisement and a complete descriptive picture of the machine appears in this issue.

Loose Leaf Accounting.

Being an Address Delivered Before the St. Louis Stationers' Club—Subject: The Uses of Loose Leaf Books.

BY F. W. RISQUE.

Secretary-Treasurer, Sieber & Trussell Mfg. Co.

Gentlemen, in behalf of the S. & T. Manufacturing Company, I extend you a welcome and must say that I feel very highly complimented that you have requested me to give you a little talk.

There is no question that a great deal I may say to you to-night will be old, very old, but if I can solve only one of your difficulties I shall feel very happy, indeed.

Of course, you know more about selling consumers than I do, as the only contact I have with the consumer is when some customer wants me to call and solve some difficulty, consequently, it is not how to sell, but to help solve the troubles you may meet.

"In the first place you all understand that the ordinary consumer is a very peculiar man to handle if he doesn't know what he wants. He comes to you like a patient does to a physician.

For instance, Mr. Kennedy may be a wholesale grocer; Mr. Lacey sends one of his salesmen down to sell Mr. Kennedy some goods with the instructions that "we want to sell him his loose leaf goods." The salesman comes in, and of course Mr. Kennedy looks upon his as he would, or as any of you would, upon a tailor. You go in to get a suit of clothes; you know nothing about quality; you may know something about how the "other man" looks on the street, but you know nothing about the style or quality. Consequently if you want a good style and good cloth, you would rely upon your tailor to tell you which would best suit your purpose. So it is with the consumer, and, therefore, a salesman should be well informed; at least, he should be grounded in the ordinary class of mechanisms. If a customer wants a ledger he should be able to open and close the ledger, take out and insert a sheet, and be able to explain the index, but that is one of the bridges some salesmen have never crossed. I have had stationers tell me of men coming into their store to buy a ledger and asking how to index, and they stated up to that time, how to index a ledger had never occured to them. It is just this kind of salesmen that call forth expressions from some stationers that I have heard such as "I have no use for loose leaf books and will never have another in the house."

Ledgers.

The first idea that occurs to one in talking about loose leaf is the ledger. You are all familiar with ledgers; you should understand the mechanism, at least, the principal points of the mechanism of the different makes that are on the market, but you should study the loose leaf ledger you are selling, and know thoroughly the principal talking points. After that comes the indexing. Now, if a consumer would ask you how to index a ledger, I presume you would tell him, in the first place there are sheets, each with a leather tab, either from A to Z, or you could give him an index with a hundred subdivisions. As his accounts came in he could place the sheets before the proper subdivision; that is, "Aaron" would come just before the index tab "A"; "Adams" would come after "Aaron"; "Baker" would come just before the index tab "B," etc., and in this way his accounts would run just as you would find the names in a directory. Some loose leaf houses advocate giving an account a number; say, "J. M. Jones" will come in, that is "J-1"; then "M. Thos. James" will come, that is "J-2"; "Mr. Jacobs" will open an account, that would be "J-3," and each of them you must index on your index sheet, but we say do not write any names on the index sheet, though, if you wish, when you transfer a sheet from the current to the transfer file, you may note it on the index sheet.

Indexes.

Some time ago, as a test, I asked a friend of mine to let me know how long it took his bookkeeper to index his ledger sheets, and he reported that it took two hours every day; that is twelve hours each week, and surely twelve hours of a bookkeeper's time is worth considering.

We have five thousand accounts on our ledger; we have ten ledgers, and no man living could tell you every page on that ledger. Consequently, if they were numbered it would be necessary, each time he wished to refer to an account, to turn to the index sheet, and after he had found the account number he would then turn to the particular account desired. However, we have no accounts numbered on our books. Let us suppose that Mr. Kennedy wants to buy a ledger; Mr. Lacey will show you where this will cost you probably fifty or one hundred dollars to put in a complete set, but he will show you where it will pay you a dividend every night; he will save your bookkeeper two hours each day, or in a week avoid twelve hours of useless work, which your bookkeeper could, no doubt, spend to better advantage. In the second place, in taking off a trial balance at the end of the month, the bookkeeper must look at every account in the old bound ledger, because a trial balance simply means the open balances on that book, which must be taken into account; all the debits and all the credits. Let us suppose it is a bound ledger of two thousand pages, with eight accounts to the page, or sixteen thousand accounts. In making up a trial balance it would be absolutely necessary for your bookkeeper to look over each one of these accounts for fear of missing an open balance, although, possibly, two-thirds of these accounts would be dead or closed. Think of the time consumed in this procedure. Such would never be the case in loose leaf, as all dead or old accounts would be transferred to a post binder or other permanent file, though, of course, there would possibly be a few accounts closed during the current month. Consequently, you will readily see how the bookkeeper's work is made light by loose leaf. There is another advantage in loose leaf; the small ledger, say 8½ or 9 inches on the binding edge; it can be separated into volumes, two or three, or four, or as many as your needs demand, to take the place of the bulky old-fashioned bound book.

Trial Balances.

With this arrangement a trial balance can be taken off in one evening by distributing the different volumes to your bookkeepers or clerks, and after all have passed in the total of their respective volumes it is a very easy matter to get a grand total by adding together these several sub-totals. This "rot" about its being necessary to have an expert come in to change your system from bound to loose leaf books, to my mind, is all nonsense. Take the same books, the same rulings that you now use, if they suit you, tear off the backs of the books and have a loose leaf binder made to fit; of course, you all know that in loose leaf a binding margin is required. Another question is, give a man the binder that is best suited to his needs; if it be a ledger, give him the best on the market; there are several who claim to be the "best"; each one of you who handle a ledger, I presume, thinks it the best; if you believe it is best give him that, but see that his sheets are ruled with a binding margin sufficient to

MEMBERS OF ST. LOUIS STATIONERS' CLUB IN ATTENDANCE, ADDRESS OF F. W. RISQUE ON "LOOSE LEAF ACCOUNTING."

allow the sheets to lie as flat as possible and have all the writing and printing show. Now, when you can explain to a man that he does not have to change his system and the heading of his blanks for loose leaf, you have half the battle won. A ledger should be flat opening as near as possible, should be simple to operate and durable. A man can either have his sheet stock form or can have them ruled specially as he may desire. It is very unsatisfactory to try to sell a ledger from a catalogue, picture, etc., salesmen should have a sample to show. We have a case here (shows ledger case) such as is carried by our salesmen, in which they keep a ledger, transfer and ledger part. A man should see what he is buying, and to try to sell by simply showing a catalogue you will never do it in the world.

The Cash Book.

The loose leaf cash books are not in general use as yet, but they will be before many years. The first idea of a cash book is to have two color sheets; white sheets for all of the debit entries to cash, or receipts; that is, a bookkeeper will tell you if you receive cash from a man, it goes on the debit side of his cash book; that is, debit to Mr. Cash of all receipts; this sheet should be white. Payments or disbursements should be entered on a yellow or other tinted sheet, so that the eye can determine at a glance that this is a receipt and that is a disbursement. These sheets being loose leaf can be kept side by side in an order holder on the cashier's desk. He need keep only two sheets in this temporary file, for as soon as a sheet is filled up, whether white or yellow, he can foot it and carry that footing forward to the next sheet. With this arrangement there is another advantage. As soon as the cash comes in in the morning the cashier can take his cash book and enter the receipts. As soon as he finishes one sheet he passes to the bookkeeper for posting, of course, first carrying his footings to the next sheet. Therefore, the bookkeeper need lose no time in waiting for the cashier to finish entering his cash before he can have access to the cash book to post his ledger, as is the case with bound cash books.

I remember well when I was a cashier using bound books, often when the cash would come in the bookkeeper would be using the cash book, and I would note on a piece of paper the cash received, and several times that paper would be mislaid, which would cause no little trouble. This would not be necessary with loose leaf books, as both the cashier and bookkeeper would use his part of the cash book at all times, and at their own leisure make their respective entries.

Explanation of Sales Book.

There is a point that deserves careful consideration, and that is, sell a man a device that is best suited to his purpose; for instance, you would not sell a man a post binder for a cash book; neither would you suggest a ring binder for an order holder, or prong book when an expansible ledger back is needed.

Journal.

If a man wants to have his journal sheets the same size as the cash book sheets, a bookkeeper can keep his cash and journal sheets in the same book. I presume that you won't advocate that scheme of using the same cover for both, but if you save a man money you have a friend in that man, and then, of course, you must figure that he will have to buy new sheets, and there is where you come in.

Invoice Book.

Now we will take the Invoice Book. Of course you all carry a large stock of stub invoice books. I do not know whether any of you have ever pasted invoices in these books, though I imagine some of you have; I have done so many times. You take the index from A to Z, three pages will be allotted to "A," three to "B," etc. You buy two bills from S. G. Adams this month and they will go in "A," you will have some "B's," etc. If you run through your book in two or three months you will find that you have bought quite a few bills from Adams and "A" is pretty well filled up, whereas your account with Gregory seems to have died out, the natural result is the next invoices you get from Adams will have to be filed under the letter "G," and after you have filled that space up, possibly "H," or any other letter having only a few invoices. Consequently, Adams' invoices are scattered all through the book. Not so with loose leaf. Here are the invoices of one concern, from whom we have been buying for five years, running consecutively as to date (displays invoice book). We refer to our invoice books very frequently, and, unfortunately, they show it. You will notice that we paste these invoices to the sheet of the invoice book by the lower left-hand corner, thus if any papers, such as freight bills, etc., are attached, each one is free and can be referred to without having to be torn out. As soon as a sheet is filled, we use both sides, it is transferred to a permanent file, consequently, in our current invoice book we have only unfilled sheets.

Check Books.

Of course, you may have many calls for check books, but it will be well to go over the matter if you are patient enough, so that in case you are called on for information concerning the loose leaf check book you will be prepared to answer. This is the stub of fifty checks (displaying sheet in check book cover) and these are our checks (displaying pad of checks) which you will notice have no stubs. In reconciling your bank book at the end of the month, this arrangement is very convenient, as you have fifty checks, or, I should say, stubs, before you, whereas in the ordinary bound check you have only three or four to the page. In checking off the checks returned by the bank as paid, one month we use a blue pencil and the next a red, and, therefore, we can see at a glance whether a check has been paid during the current month or not, and to prove your check book all that is necessary is to add up the checks that are not checked off as paid and their total added to the balance as shown by your check book should equal the balance in bank as shown by your bank book. There is not so much liability to err with this arrangement, and it is much quicker than the old style check book.

Hundred-Point Men.

The other day I wrote to a banker-friend inquiring as to the responsibility of a certain person. The answer came back thus: "He is a Hundred-Point man in everything and anything he undertakes." I read the telegram and then pinned it up over my desk where I could see it. That night it sort of stuck in my memory. I dreamed of it.

The next day I showed the message to a fellow I know pretty well, and said, "I'd rather have that said of me than to be called a great this or that."

A Hundred-Point man is one who is true to every trust; who keeps his word; who is loyal to the firm that employs him; who does not listen for insults nor look for slights; who carries a civil tongue in his head; who is polite to strangers, without being "fresh"; who is considerate toward servants; who is moderate in his eating and drinking; who is willing to learn; who is cautious and yet courageous.

Hundred-Point men may vary much in ability, but this is always true—they are safe men to deal with, whether drivers of drays, motor men, clerks, cashiers, or railroad presidents.

The Hundred-Point men may not look just like all other men, or dress like them, or talk like them, but what he does is true to his own nature. He is himself.

He is more interested in doing his work than in what people will say about it. He does not consider the gallery. He acts his thought and thinks little of the act.

I never knew a Hundred-Point man who was not one brought up from early youth to make himself useful, and to economize in the matter of time and money. Necessity is ballast. Nature intended that we should all be poor—that we should earn our bread every day before we eat it.

When you find the Hundred-Point man you will find one who lives like a person in moderate circumstances, no matter what his finances are. Every man who thinks he has the world by the tail and is about to snap his demnition head off for the delectation of mankind, is unsafe, no matter how great his genius in the line of specialties.

The Hundred-Point man looks after just one individual, and that is the man under his own hat; he is one who does not spend money until he earns it; who pays his way; who knows that nothing is ever given for nothing; who keeps his digits off other people's property. When he does not know what to say, why, he says nothing, and when he does not know what to do, does not do it. We should mark on moral qualities not merely mental attainment or proficiency, because in the race of life only moral qualities count. We should rate on judgment, application and intent. Men by habit and nature who are untrue to a trust are dangerous just in proportion as they are clever. I would like to see a university devoted to turning out safe men instead of merely clever ones.

How would it do for a college to give one degree, and one only, to those who are worthy, the degree of H. P.?

Would it not be worth striving for, to have a college president say to you: "He is a Hundred-Point man in everything and anything that he undertakes!"—The Philistine.

Being a Series of Little Visits by The Editor

PILGRIMAGES

To Big Concerns in the Office Appliance World

Making Office Furniture

Being a Description of the Plant of the Macey Company Together With Story of the Product, Where It Comes From, How It is Made and Where It Goes.

The expansion idea in building office furniture and filing systems has become as much a settled part of American business life as has the telephone. It is safe to say that it is impossible to go into a single office to-day and not find a sample of this kind of office furniture construction somewhere, and the use of these ideas is steadily on the increase. Expansion systems have done a great deal to change the general conduct of business generally and have resulted in the notable changes that have taken place in offices within recent years.

Since manufacturing first began, the idea seems always to have been to concentrate on the manufacturing end to the disregard and at the expense of all other ends. The main idea seemed for a long time to be to create and turn out the products and let the other details of the business look after and adjust themselves. As years went by and the records of the commercial agencies showed many failures, with huge output and smaller consumption it set manufacturers to thinking. Many found that they were producing more goods than they could sell. Others discovered that the expense of doing business was too high, others that too much energy had been put on producing and too little on selling and looking after the details of the business outside of the factory.

After the subject had been thoroughly sifted

FRED W. TOBEY, TREAS.

down in a number of factories in different parts of the country, the heads of the various concerns discovered that their main trouble was a lack of essentials in the office end of the business and they set about to remedy these conditions. It was a search in the dark for a long time, the manufacturer not knowing where to turn his hand for aid. Evolution solved the problem and the system business was the result. With system it was necessary to have devices to put the systems into effect and the result of this was the growth and development of a new line of business where-

O. H. L. WERNICKE, PRES.

in large amounts of capital were invested and which was devoted to the idea of working out plans and schemes for carrying out systems and for the purpose of manufacturing the goods that would eventually solve the business man's woes.

In the beginning the business took on two phases. At first it was a systems business that was forced to call upon a furniture manufacturing business to cater to its needs. It soon became apparant that a furniture factory devoted to general furniture manufacturing could not take care of the needs of this new and fast growing business, so manufacturers began to specialize.

Later the systems business and the manufacturing business became one and were so merged that they were a part of each other and out of this grew a combination of business interests that to-day represents a distinct line of business all by its self, in which thousands of dollars are spent annually and which has done more to alleviate conditions among business houses and in offices than anything that has ever happened. There is one particular house of this kind that this article treats of and in which the details of how it accomplishes what it does are told, and this represents a journey to one of the most interesting manufacturing industries in the country.

The city where this institution is located is Grand Rapids, in the state of Michigan, and the plant is that of the Macey Company. The builders of this plant looked far ahead. They foresaw the growth of the city and went far enough away from the center to be free of the inconveniences and yet not so far that they would be out of easy reach. In erecting the building everything was planned for light and air. For that reason all the ceilings are very high and every place where a window could be put, one is found. The great green lawn with its shrubs and trees lend a handsome and restful appearance to the scene, and bespeaks further expansion, at the same time providing pleasant surroundings and insuring plenty of light and forever preventing the possibility of outside obstruction.

In this great plant, that has thousands of square feet of floor space, are manufactured the goods known as "The Macey Line." This line embraces everything for the office in filing systems and card indexes as well as book cases for both office and home use. Not so very long ago this concern changed its policy, was reorganized and now does business only through dealers, whereas formerly it did all business direct. With the new or-

ED. K. PRITCHETT, SECY.

der of things, business increased in volume, and dealers have been sending in orders so fast that the factory has been literally swamped from the very day that the change took place.

Concern Well Organized.

Back of this is some interesting Office Appliance history, and one man is responsible for the great change that has come over this big concern. The man who did it has done more than possibly any other man in the cabinet business, and to-day he has surounded himself with an organization that is wonderful for its perfection and that was able to change a strictly mail order business into a strictly dealer business and do it almost in a twinkling, and not only without causing a cessation of business activity, but actually causing an increase in the volume of business done, almost from the very day the announcement of the changed policy was made.

The man at the head of this business and who has done these things is O. H. L. Wernicke. In general appearance Mr. Wernicke is a giant. He is a giant not only in physical stature but in intellect as well. He is above six feet in height and heavy in proportion. He shakes hands with a grip that bespeaks a vigorous disposition and a constitution of iron. Gripping his hand reminds the person meeting him that he is a man of weight, intellect and many parts. His grip is true and strenuous. He looks a man straight in the eye and says what he thinks, and says it in a very short space of time. He knows the cabinet business and he knows men.

Everything about the man bespeaks big things. He sits behind a desk of immense proportions—when he uses one at all, and he does things on a large scale. His perception is so keen that he knows every detail of the business he is engaged in, and can take the place of any man in his employ no matter what the capacity, and he is not above any work there may be to perform throughout the entire place. He knows the business and every man in the place knows he knows it, but if they waited for him to tell them they would never know. It is not necessary for him to tell any one, it is written all over his face. His shaggy eyebrows, his firm set mouth, his bearing and his hand shake all go to show that the business is built up, around him and his personality, and his personality is seen in every department and in every detail of what goes on.

One of the most striking things about this plant is the absolute system upon which everything works. It is not unusual for a firm selling systems to be totally lacking in that regard with reference to their own business, but such is not the case here. System rules everything and the workings of every department are carried on with a precision that is system itself. From the front door of the office to the shipping room this same clock-work regularity is observed and in every detail system governs.

Bookcase Business Large.

While systems and office devices are the product of this factory, yet the sectional bookcase business occupies a large part of the time and attention of the firm. Sectional bookcases in both home and office have taken hold in a wonderful way with the result that this concern has found it profitable to pay a great deal of attention to this line.

Sectional bookcases permit of expansion and are never too large or too small. They always fit the requirements of the user, and for this reason they are ever popular.

Method and system are used in their expansion and as the requirements increase the capacity for taking care of these requirements increases with it and the scheme is an elastic one.

The same rules that apply to the sectional bookcases apply to the filing cabinets, and here is found a departure that is novel and unusual. With the filing devices manufactured by this concern it is not only possible to expand in accordance with demands for more room, but the various parts of the expansive system are interchangeable so that any sort of a combination of filing devices may be secured with the greatest possible ease.

The Macey Company was formerly the Fred Macey Company, but when Mr. Wernicke took hold, the firm name was changed and at the same time the change in policy was determined upon. At the same time the order of things and the factory arrangements was altered somewhat and since that time, constant changes have been made everywhere, so that now the factory is a model in many ways, and is capable of producing the maximum of product with a minimum of space and waste.

Plant Well Located.

The plant is unusually advantageously located, being within easy reach of all city privileges, with a street car line in front of the office door and the Pere Marquette railroad tracks, with necessary switches on one side. The business of this concern is so great that the railroad company maintains an agent within the plant at all times. Here he has his office, and here he conducts the railroad company's business as related to the Macey factory.

The buildings are substantial and handsome, although not elaborate in any sense of the word—rather than that they are plain and regular. They stand on a plot of ground that is 350 feet one way and nearly 2,000 the other. They are all made of brick, with three floors to the main building and four for the office building. The office building is of red pressed brick, and has a wide staircase leading up to the front door. The main manufacturing building is 60 feet wide and 350 feet long, while the office building is 60 by 60. Besides these buildings are the power house, drying department and various other smaller buildings used for different purposes. All parts of the plant are connected by means of bridges, so that any part may be reached at any time with the least possible delay. Railroad tracks are laid on both sides of the plant so that the shipping facilities are unusual and ample.

In the manufacture of the goods turned out by this company, system is employed from the very beginning. A system has been perfected for receiving raw material and as complete a system is observed in selling and shipping out the finished product. When a car of lumber is bought, the buyer is careful to get all particulars as to the length of time the lumber has been cut, where it has stood and the length of time it has been drying. All lumber is supposed to be thoroughly air dried before it is purchased. When it arrives in Grand Rapids, it is switched into the yard, and assigned to an entrance at the lumber receiving room. An immense platform runs the entire length of the building, and as the car is placed in position to be unloaded, it is in-

THE MACEY CO.'S FACTORY, GRAND RAPIDS, MICH.

MILL ROOM.

CABINET ROOM.

WOOD PRINTING PRESS.

spected. Then each individual piece of lumber is taken off, one at a time and separately inspected. A system of interchangeable tracks is arranged so that carriages are run right up to the side of the car, and the boards are placed one above the other with rods in between to leave an open air space of about two inches between each layer of boards. The work of piling this lumber in this fashion proceeds until several of the carriages are filled and pushed along on the platform. A card is made and fastened on each carriage on which is a record of the lumber. As the lumber passes through the factory this card follows it, and a record is kept all of the time of every piece.

Process of Succession.

The process is one of succession. As soon as a car is unloaded and the carriages placed in position they are ready for the kiln-drying process. The latest carriage load to be taken from the car is the last one to get in the dry kiln. A row of dry kilns extend the length of this receiving platform, and as the carriage loads work forward the lumber is placed for final drying. The triple track system makes it possible to move the carriage load from the car to a track that runs past the kilns. From this track the load is pushed on until it is in front of the kiln that it is to be dried in. A heavy curtain is raised and the whole load is pushed in at once, and stays there until it is thoroughly seasoned. As the wood comes out of the kiln it is placed in order and waits its turn for going through the factory.

There are always a large number of carriage loads waiting to be used, so that after a load comes out of the kiln it may be several weeks before it finds its way into the factory to be sawed up and used for manufacturing purposes, so that here it receives an additional drying, and is sure to be seasoned absolutely thoroughly before a stick of it is cut up for use.

Several cars may be unloaded at the same time and the process continues indefinitely. To guard against a shortage of lumber at any time, a large lumber yard is found at the rear and side of the plant that is piled high with all classes of lumber that this concern uses. This lumber yard in itself is an immense affair and thousands of feet are stored there all of the time. This storage lumber yard is one of the interesting features of the plant.

After the wood leaves the dry kiln it starts on its journey through the factory. Coming from the platform it enters as a part of a systematic procession through the various departments of the plant. As the boards enter the factory they are first sawed into proper lengths for use. This is determined by the grade and kind of lumber, and all boards of one kind or quality are sawed one length and then passed on to the next process. Swinging saws are used for this purpose. They work on a huge belt and move backward and forward at the will of the operator, and the process of sawing the boards into lengths is one that is accomplished with lightning rapidity. With these swinging saws every board is cut the same length and there is not the slightest variation any where.

Lengths Are Sorted.

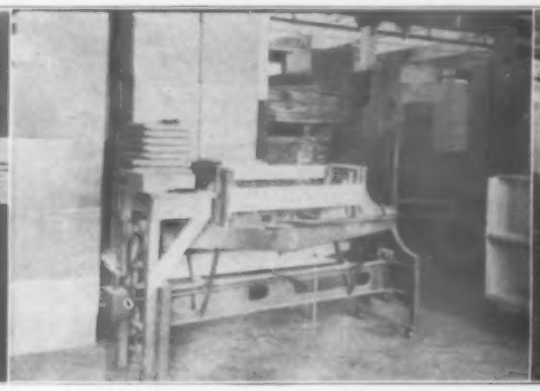
As soon as the boards are cut to length they go to the edger who trims the sides, sorts out the light and dark stock and starts them on the real journey to manufacture. His work is very important to the proper working of the rest of the plant, for his efforts form the foundation of the balance of the processes.

From the edger the wood goes to a series of saws and planers that perform other preparatory operations. The boards are finished on one side and sent to the gluing machine. Here they are cut to the proper widths, and the various pieces glued together. A very ingenious device does this latter work. The strips are put on a saw and cut to the proper width so that two pieces glued together will make the proper width when finished. These are placed side by side to insure perfection in sawing and trimmed down exactly as desired. From one end on an endless chain starts one piece and in the same manner at the other end starts the other piece. These two pieces are to be glued together. As they pass along on a certain part of the machine they are grooved to match and treated with a coating of glue. The great machine traveling forward forced one set of grooves into the other, and with immense pressure they are fastened together. Again they go through a sawing process that brings the glued combination down to width for further manufacturing. After gluing they are placed in series of vices and clamped together and permitted to set. This process makes the glued pieces as strong if not stronger than though they were complete strips.

REAR VIEW MACEY BUILDINGS.

A CORNER IN GENERAL OFFICES.

LUMBER YARD AND DRY KILNS.



BOOKCASE ASSEMBLING MACHINE.

MILL ROOM.

Leaving the vices the wood is dressed on both sides, and trimmed ready for further processes. From this process it passes through various others until it is finally ready for joining with such other pieces as will produce the desired piece of furniture. Finally all pieces find themselves in the assembling room after they have been dressed and sanded. Here they are taken and arranged for joining together, but before they are joined, one piece of each device is run through a printing press to identify it after it is placed on sale. Here the trade mark is printed on with the number of the piece, so that when the consumer desires to purchase other parts of a similar nature, all that is necessary is to refer to this number and order accordingly.

As the process of manufacture is going on, every piece is followed by a set of record cards on which are noted every individual movement through which the various sections go, so that when a job is completed a record is made of every piece and every process with the time consumed and the name of the person who did the work.

After all of the various parts of the manufactured product are gathered together and fastened, they go to the finish department, and here they receive the finish in whatever style is specified. Anything from early English to piano polish finish is produced, and the greatest care is used in this part of the business in order to be sure that the outside casings are as beautiful as it is possible to make them.

A short description of the factory method pursued in this plant will prove interesting.

The factory is divided into manufacturing departments, each department covering a particular part or division of the work. The orders are given to the factory under numbers which they carry through to completion. These orders are made in as many copies as there are departments through which the work passes, with an additional copy for the general superintendent. The copies are distributed to the diffeernt departments when the order is placed in the factory. This notifies each foreman or contractor in advance that certain orders are under way, and he is then on the lookout and ready for them when they are delivered to him. Each department has a certain time in which to complete the portions allotted to it, and it is expected that the orders will be ready to pass to the next in order on the date when due.

The orders are filed in a card index, prepared for that purpose, by each department and also in the general superintendent's office under the date that the goods in process should be delivered to them. When the stock is received the orders are filed ahead to the date of delivery to the next department. A clerk in the general superintendent's office goes over the orders at stated intervals, if they are delayed he reports to the superintendent. In this way the orders pass through the factory under careful checks and receipts and are routed from department to department very much as trains are run on a railroad schedule from one signal block to the next.

When an order is placed in the factory, division No. 1 (the lumber yard) delivers to division No. 2 (the machine room) the necessary lumber and takes a receipt for it. The lumber enteres at one end of the factory. It is cut here to gross lengths and passed to the next process where it is carefully selected as to color and grain; then it goes on through the various processes in the department until all the machine work is done and the parts are ready to be delivered to division No. 3 (the assembling department). When the processes in division No. 2 are completed the foreman or contractor delivers the parts complete, so far as his work is concerned, to division No. 3 and requires a receipt for it. The foreman of division No. 3 will not sign the receipts until he has checked over the stock and found it all in the proper condition, if he receipted for what he did not get he would have to replace it at his own expense. When division No. 3 has assembled the parts and made them ready for the finish they are delivered to division No. 4 and are receipted for by the contractor of that department.

Thus each department receipts for stock from the preceding department and requires one of the succeeding department. There is no chance for error or confusion. The receipts referred to are made on the copies of the order, which are turned in immediately to the general superintendent, and on these the contractor gets his pay. It also serves to show the general superintendent where the order is at all times.

The orders are made for quantities that will insure the most economical handling and at the same time not be so large as to be burdensome in any of the departments.

This plant has its own power house where they generate not only their own power but their own light as well. In addition to this they have their own water system and are not dependent upon the city water works at all, although they are connected up with them. Any shortage in their own pumping service would automatically open the valves of the city system so that the pressure is kept about the same all of the time. In addition to this they have their own fire department and fire

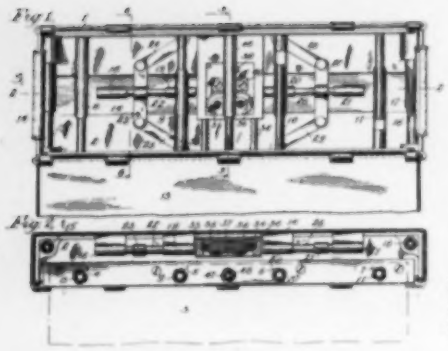
(Continued on page 86.)

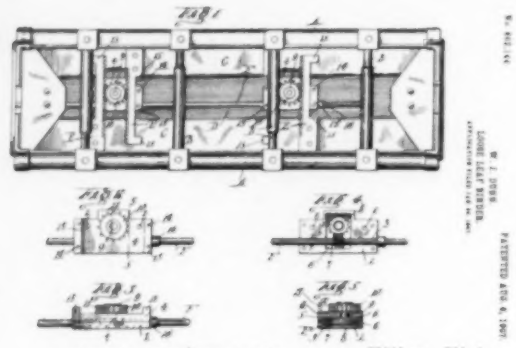
MILL ROOM.

MILL ROOM.

CABINET ROOM.

Recent Patents in Office Appliances





Copies of these patents can be obtained by sending ten cents in stamps to Siggers & Siggers, patent lawyers, Suite 33, N. U. Bldg., Washington, D. C., by mentioning Office Appliances.

862,144—**Loose Leaf Binder.** William J. Dunn, Montreal, Quebec, Can.

862,255—**Typewriter Tabulator**. Frederick G. Kell, Milwaukee, Wis.

862,536—**Typewriting Machine.** Alexander T. Brown, Syracuse, N. Y.

862,566—**Right Hand Marginal Release Device for Typewriters.** Theron L. Knapp and Clayton C. Harting, Woodstock, Ill., assignor to the Oliver Typewriter Co., Chicago, Ill.

862,591—**Typewriting Machine.** Zalmon G. Sholes, New York, N. Y., assignor to Union Typewriter Co., Jersey City, N. J.

862,610—**Manifolding Device.** Clarence L. Converse, New York, N. Y.

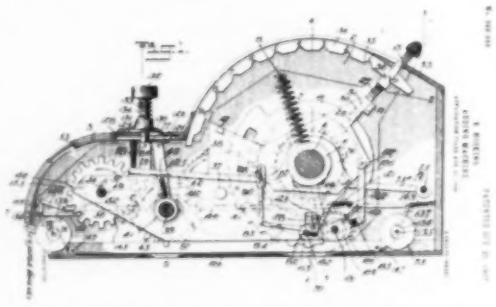
862,638—**Carriage Shifting Mechanism for Typewriters.** Wesley E. Ingram, Tonopah, Nev.

863,056—**Typewriting Machine.** George W. Donning, East Orange, N. J., assignor to Harry T. Ambrose, Orange, N. J.

863,065—**Typewriting Machine.** Frederic W. Hillard, Tottenville, N. Y., assignor, by mesne assignments, to Elliott-Fisher Company, New York, N. Y., a corporation of Delaware.

863,070—**Typewriting Machine.** Charles E. Kelley, Clarksburg, W. Va., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of New Jersey.

863,232—**Automatic Key Connecting Means for Combined Typewriting and Adding Machines.** John A. Smith, Harrisburg, Pa., assignor to Elliott-Fisher Company, New York, N. Y., a corporation of Delaware.



863,372—**Typewriting Machine.** William R. Fox, Grand Rapids, Mich.

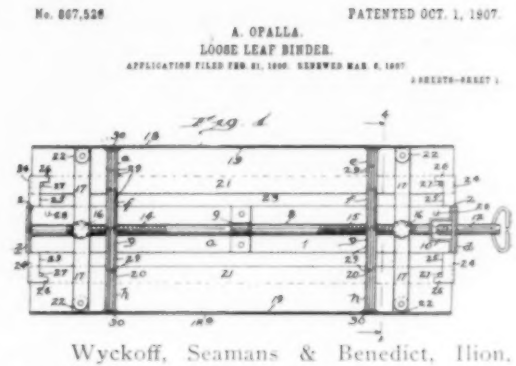
863,356—**Typewriter Attachment.** George W. Campbell, New York, N. Y., assignor, by mesne assignments, to Victor Typewriter Company.

863,496—**Typewriting Machine.** Edwin E. Barney, Syracuse, N. Y., assignor to the Monarch Typewriter Company, Syracuse, N. Y., a corporation of New York.

863,697—**Typewriting Machine.** Daniel Briggs, New York, N. Y., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y.

863,888—**Loose Leaf Binder.** William M. Wheildon, Boston, Mass., assignor of one-half to Dimock W. Sutherland, Boston, Mass.

863,890—**Typewriting Machine.** Oscar Woodward, New York, N. Y., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y.



863,944—**Filing Case.** Erick G. Sampson, Jamestown, N. Y., assignor to Art Metal Construction Co., Jamestown, N. Y.

863,947—**Typewriting Machine.** George A. Seib, Syracuse, N. Y., assignor to the Monarch Typewriter Co., Syracuse, N. Y., a corporation of New York.

863,952—**Typewriting Machine.** George F. Stillman, Syracuse, N. Y., Mable D. Stillman, administratrix of said George F. Stillman, deceased, assignor to the Smith-Premier Typewriting Co., Syracuse, N. Y.

864,185—**Change Making, Indicating and Registering Machine.** Francis C. Osborn, Detroit, Mich., assignor, by mesne assignments, to the National Cash Register Co., Dayton, Ohio.

864,207—**Line Spacer for Typewriting Machines.** John S. Southerden, Brisbane, Queensland, Australia.

864,350—**Typewriting Machine.** Frank A. Young, Syracuse, N. Y., assignor to the Monarch Typewriter Co., Syracuse, N. Y.

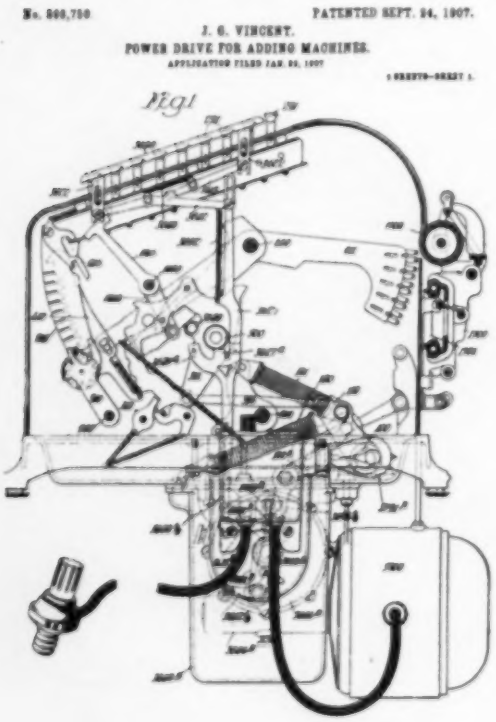
864,505—**Typewriting Machine.** George C. Blickensderfer, Stamford, Conn.

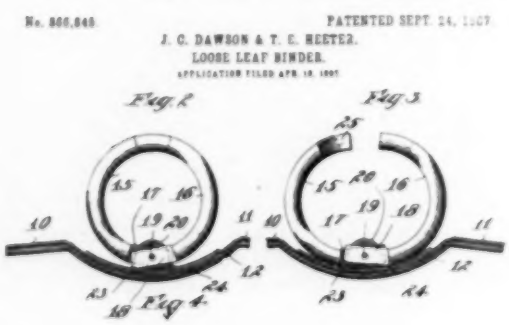
864,602—**Typewriting Machine.** George C. Blickensderfer, Stamford, Conn.

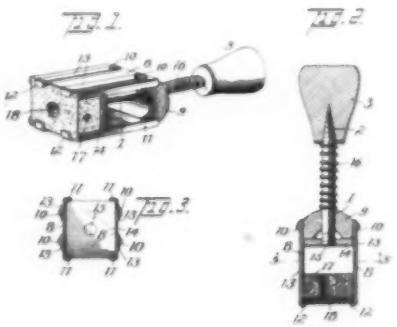
864,777—**Spool and Ribbon Mechanism for Front Strike Typewriting Machines.** William R. Fox, Grand Rapids, Mich.

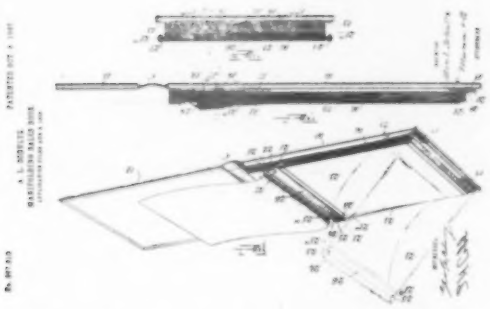
864,793—**Typewriting Machine.** Henry W. Merritt, Syracuse, N. Y., assignor to the Monarch Typewriter Co., Syracuse, N. Y.

864,890—**Typewriting Machine.** Carl Gabrielson, Syracuse, N. Y., assignor to L. C. Smith & Bros., Typewriter Co., Syracuse, N. Y.









864,960—**Writing Machine.** Henry W. Enderis, Lincoln, Nebr., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y., a corporation of New York.

864,092—**Book Mark.** Knute Erickson, New York, N. Y.

865,147—**Typewriter.** George A. Aldrich, San Francisco, Cal.

865,200—**Adding Machine.** Charles P. Moore & Thomas G. Moore, Ravenswood, W. Va.

865,214—**Feed Mechanism for Typewriters.** Franz Schuler, Berlin, Germany.

865,459—**Keyboard for Typewriting and Other Machines on Which a Keyboard is Used.** John B. Vidal, Habana, Cuba.

865,694—**Typewriting Machine.** Carl Gabrielson, Syracuse, N. Y., assignor to L. C. Smith & Bros. Typewriting Co., Syracuse, N. Y.

865,741—**Typewriting Machine.** Howard B. Wilson, New York, N. Y., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y.

865,744—**Typewriting Machine.** Frank A. Young, Syracuse, N. Y., assignor to the Monarch Typewriting Co., Syracuse, N. Y.

865,752—**Typewriting Machine.** Edwin E. Barney, Syracuse, N. Y., assignor to the Monarch Typewriting Co., Syracuse, N. Y.

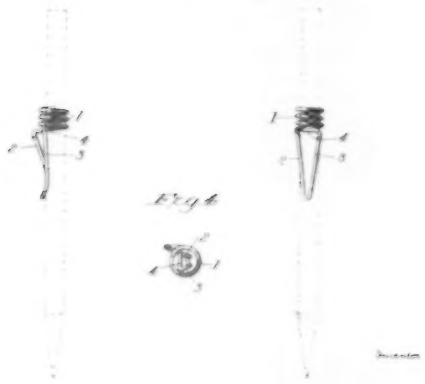
865,806—**Typewriting Machine.** Charles H. Shepard, New York, N. Y., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y.

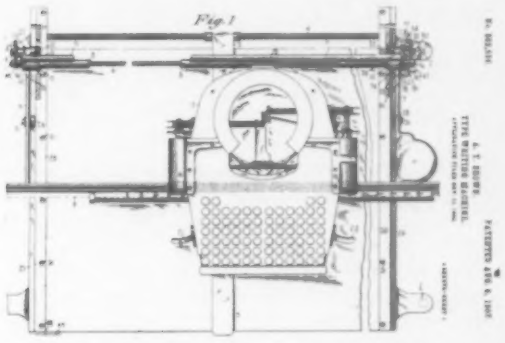
865,892—**Typewriting Machine.** Edward B. Hess, New York, N. Y., assignor to Royal Typewriting Co., Hoboken, N. J.

865,893—**Writing Machine.** Edward B. Hess, New York, N. Y., assignor to Royal Typewriter Co., Hoboken, N. J.

865,894—**Typewriting Machine.** Edward B. Hess, New York, N. Y., assignor to Royal Typewriter Co., Hoboken, N. J.

No. 865,981 PATENTED SEPT. 10, 1907.
F. A. SCHNEIDER
PENCIL CLASP





865,981—**Pencil Clasp.** Frederick A. Schneider, Washintgon, D. C., assignor to Helen B. Schneider, Washington, D. C.

RE-ISSUE.

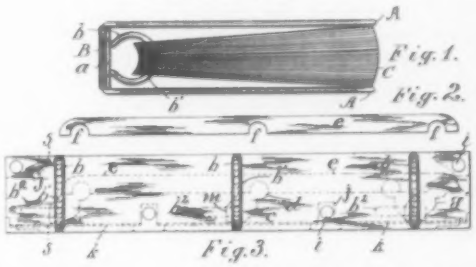
12,694—**Typewriter Carriage.** Brainard T. Bruce, Jersey City, N. J., assignor to Underwod Typewriter Co., New York, N. Y., a corporation of New Jersey.

866,064—**Ribbon Reversing Mechanism.** Robert A. Pollock, Kansas City, Mo., assignor to American Recording Co., a corporation of the District of Columbia.

866,083—**Stenciling Machine.** Burnham C. Stickney, Elizabeth, N. J., assignor to Underwood Typewriter Co., New York, N. Y., a corporation of New Jersey.

866,148—**Pen or Pencil Point Protector.** Aaron Levingston, Kansas City, Mo.

No. 866,083 PATENTED OCT. 22, 1907
L. M. MORDEN
LOOSE LEAF BINDER.



866,162—**Adding Machine.** Francis H. Richards, Hartford, Conn., assignor, by mesne assignments, of one-half to American Typographic Corporation, a corporation of New Jersey.

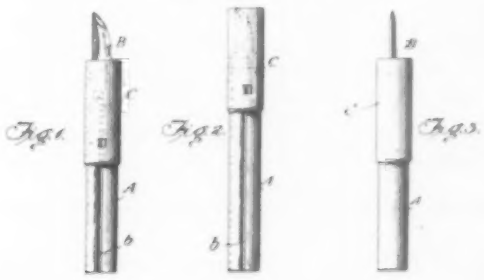
866,196—**Typewriting Machine.** Carl Gabrielson, Syracuse, N. Y., assignor to L. C. Smith & Bros., Typewriter Co., Syracuse, N. Y.

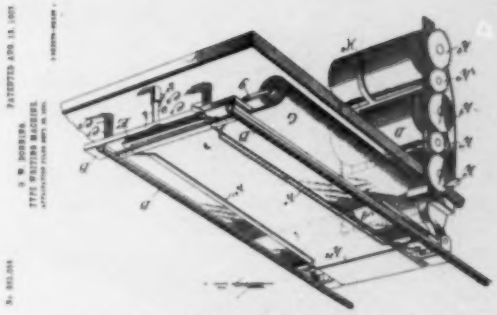
866,248—**Paste Receptacle.** Wallace S. Whitcomb, Milwaukee, Wis.

866,391—**File.** Bertram N. Scott, Detroit, Mich.

866,427—**Type-Cleaning Device for Typewriters.** Daniel Briggs, New York, assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y.

No. 868,393 PATENTED OCT. 15, 1907
A. AMER
PENCIL HOLDER, SHARPENER, AND INK ERASER





866,486—**Ink-well.** Blasius Kovacic, East Pittsburg, Pa.

866,500—**Pencil Retainer.** Andrew Mikulich, Sacramento, Cal.

866,514—**Typewriter.** John T. Porter, Pittsburg, Pa.

866,624—**Combined Typewriting and Printing Machine.** William H. Collier, Jackson, Tenn.

866,750—**Power Drive for Adding Machines.** Jesse G. Vincent, Detroit, Mich., assignor to Burroughs Adding Machine Co., Detroit, Mich.

866,824—**Ink-well.** Fred J. Stulp, Muskegon, Mich.

866,845—**Loose Leaf Binder.** James C. Dawson, St. Louis, and Thomas E. Heeter, Maplewood, Mo., assignors to Sieber & Trussell Mfgr. Co.

866,974—**Postage Stamp and Label Affixer.** William B. Spencer, Chicago, Ill.

867,061—**Calculator.** Ernst Leder, Rixdorf, Germany.

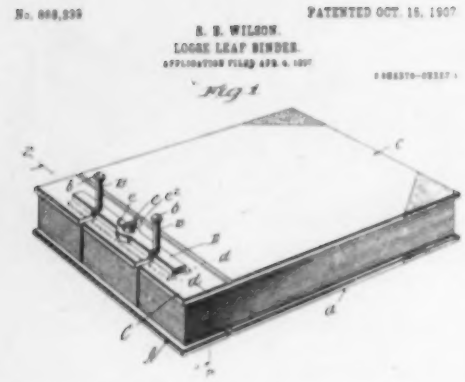
867,107—**Loose Leaf Ledger.** Harry F. Bushong, Portland, Ore., assignor by mesne assignments, to Kalamazoo Loose Leaf Binder Company.

867,191—**Loose Leaf Binder.** James C. Dawson, St. Louis, Mo., assignor to Seiber & Trussell Manufacturing Company.

867,216—**Stamp Affixer and Envelope Sealer.** James Slaybaugh, Philadelphia, Pa.

867,223—**Temporary Binder for Loose Leaves.** James S. McDonald, Chicago, Ill., assignor to J. S. McDonald, Company, Chicago, Ill.

No. 864,189 PATENTED AUG. 27, 1907
F. C. OSBORN
CHANGE MAKING, INDICATING, AND REGISTERING MACHINE



867,301—**Copy Holder.** Charles C. Price, Boone Grove, Ind., assignor of one-half to Etta DeForrest, Andover, Mass.

867,316—**Account and Shipping Pad.** Charles B. Sperry, Springfield, Mo.

867,422—**Penholder.** Knute G. Rudy, Northfield, Minn.

867,526—**Loose Leaf Binder.** Arthur Opalla, Chicago, Ill.

867,610—**Manifolding Sales-Book.** Alva L. Schultz, Pocahontas, Iowa.

867,618—**Card Index System.** William M. Stretch, Mount Vernon, N. Y.

867,666—**Typewriting Machine.** Willard E. Mason, Burnside, Conn.

867,674—**Typewriter.** Lyman R. Roberts, Detroit, Mich.

867,706—**Binder.** Robert J. Copeland and Albert E. Chatterson, Toronto, Ontario, Canada.

867,808—**Copy-Holder.** Eliphalet B. Duke, Cookesville, Tenn.

867,815—**Loose-Leaf Book.** William H. Garland, Kansas City, Mo., assignor of one-half to Raymond M. Havens, Kansas City, Mo.

867,930—**Card Index System.** William M. Stretch, Mount Vernon, N. Y.

868,042—**Typewriting Machine.** Franz X. Wagner, New York, N. Y., assignor to Underwood Typewriter Co., New York, N. Y., a corporation of New Jersey.

868,095—**Type Bar Action for Typewriting Machines.** James W. Kennedy, Chicago, Ill., assignor, by mesne assignments, to the Kennedy Typewriter Co., of Manhattan, New York, N. Y.

868,239—**Loose Leaf Binder.** Ralph B. Wilson, Chicago, Ill.

868,335—**Typewriting Machine.** Josef F. Forkarth, Innsbruck, Austria, Hungary, assignor to Ferdinand Schrey, Berlin, Germany.

868,393—**Pencil Holder, Sharpener, and Ink-eraser.** Adelbert Ames, Lowell, Mass.

868,470—**Book-Mark.** John F. Orgain, Orgainsville, Va.

868,491—**Loose Leaf Binder.** Henry Schneller, Pearl River, N. Y., and Frederick J. Henke, West Hoboken, N. J.; said Schneller assignor to said Henke.

868,493—**Typewriting Machine.** George A. Seib, Syracuse, N. Y., assignor to the Monarch Typewriter Co., Syracuse, N. Y.

868,552—**Penholder.** John F. Hall, Columbus, Ohio.

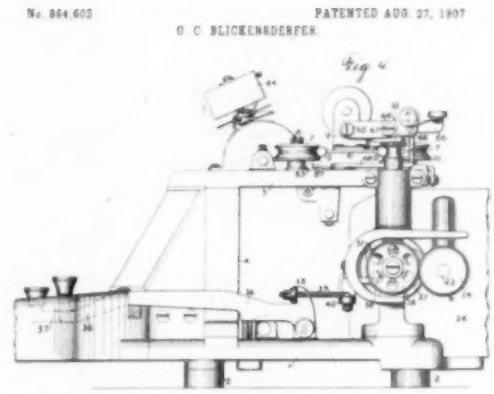
RE-ISSUE.

12,702—**Typewriter.** Charles Gibbs, New York, N. Y., assignor to Underwood Typewriter Co., New York, N. Y., a corporation of New Jersey.

868,666—**Adding Machine.** Benjamin Hoskins, Seattle, Wash.

868,683—**Loose Leaf Binder.** Lucena M. Morden, Waterbury, Conn.

868,709—**Tabulating Attachment for Computing Machines and the Like.** Daniel W. Shiek, Chicago, Ill.



868,746—**Bookbinder.** Don H. York, New York, N. Y.

868,890—**Typewriting Machine.** Joseph A. Ronchetti, New York, N. Y., assignor to Underwood Typewriter Co., New York, N. Y., a corporation of New Jersey.

868,037—**Typewriting Machine.** Oscar Woodward, New York, N. Y., assignor to Wyckoff, Seamans & Benedict, Ilion, N. Y., a corporation of New York.

869,039—**Typewriting Machine.** Frank A. Young, Syracuse, N. Y., assignor to the Monarch Typewriter Co., Syracuse, N. Y.

869,052—**Typewriting Machine.** Arthur J. Briggs, Syracuse, N. Y., assignor to the Smith-Premier Typewriter Co., Syracuse, N. Y.

869,084—**Cash Register.** Woldemar R. Heinitz, Chemnitz, Germany, assignor to the firm of Schubert & Salzee Maschinenfabrik, Aktiengesellschaft, Chemnitz, Germany.

869,090—**Binder.** Fred B. Jordan, Winchester, Mass., assignor to H. E. Martell Co., Boston, Mass., a corporation of Maine.

Stenographers' Salaries Increased.

The Wage Standard Increased and Better Positions Made Possible.

According to those best informed the salaries of stenographers are steadily advancing. Plumbers, bricklayers, mechanics and others of the trades by general complaint against the ever-increasing cost of living and by the formation of unions, rather than increased competency, have raised their own pay several notches in the past few years. Not so with the stenographer. Her increased wage is the result of increased ability and the credit is due herself and the various free employment agencies of established typewriter concerns about the country.

The present average salary for stenographic service is $12.50 per week. Two years ago the midway figure was $9, approximately an increase of 10 per cent per year. The Remington Typewriter Co., which conducts one of the largest employment bureaus in the country, reports that during the year 1907 they placed in position 6,030 stenographers with a total earning capacity of $3,916,718—tremendous figures when it is remembered that the typewriter but a few years ago was unknown.

This same company in the year 1900 placed 5,299 students, in 1905 an even 5,900, and the figures thus far for 1907 exceed those for the same period of last year.

One of the most surprising features in connection with this work is the scarcity of male stenographers. All employment managers unite in claiming that they could fill ten times as many positions if the applicants were available. The wage for male students is somewhat larger than that for the other class, too, although it is believed the girl does the better work.

The methods pursued by the typewriter agencies in placing applicants are most commendable. They direct their efforts towards securing efficiency for the employer and inducing him to pay well for it. Each applicant is put through a gruelling examination, is judged not only for her ability but her personal traits and dress as well. Employers usually describe the girl they want; oftentimes they insist that she be thin or fat, wear white dresses or black, and all insist upon her being quiet, dignified and capable. It is therefore easy to understand that the employment manager has her trials and troubles.

Miss Smith, who has charge of the L. C. Smith & Bros. employment department, is sponsor for the statement that she has filled no $7 positions in the last two months. She finds her average in the neghborhood of $15 and claims that $18 a week places are not uncommon. "Raise the standard, raise the salary," is Miss Smith's slogan.

"When I receive a call for a stenographer," said the manager, "and the employer asks for a $7 or $8 per week girl, I try to induce him to pay more. If I succeed that is the last I hear from him, if I don't it is quite certain I will get another call. Then I try again and usually he is willing to pay $12 or $15 after some experience with the other.

"We are gradually weeding out the poor stenographers and cutting them from our lists. If we can succeed in placing only competent girls we will succeed in abolishing the $7 and $8 per week position."

"We get some peculiar calls once in awhile," said Mr. Bayes, resident manager of the Remington Typewriter Co. "Some men will call up for a neat, well dressed girl, cultured and refined and good to look at. Usually such a call comes from a well appointed office in one of the better buildings. The girls are generally anxious to get a situation where they can sport their best clothes and where their beauty has the best setting.

"The number of calls for male stenographers is phenomenal. Not once this year have we been able to fill all the positions open."

The consensus of opinion seems to be that the day of the $6 and $7 girl is over. The demand is for competence rather than cheapness.

The Appliance Market Abroad

SPAIN.

Difficult Market Conditions and High Duty.

Consul-General B. H. Ridgely, writing from Barcelona, makes the following comments on the selling of typewriters in Spain:

The principal drawback of this business is the lack of interest by the Spanish purchaser, who has little perseverance, as a rule, and who seldom takes the trouble to learn how properly to operate and take care of a typewriter, easily gets discouraged at the least little derangement of his machine, which most of the time is due to carelessness and lack of oil, and is apt to toss it aside and consider that he has been deceived. Then, some local mechanic, in trying to repair it, leaves the machine defective. All these things operate against the sale of typewriters in Spain. The competition also is keen, and most of the sales have to be made on long credits with many risks, while American sellers expect invariably to be paid in cash before the goods are shipped.

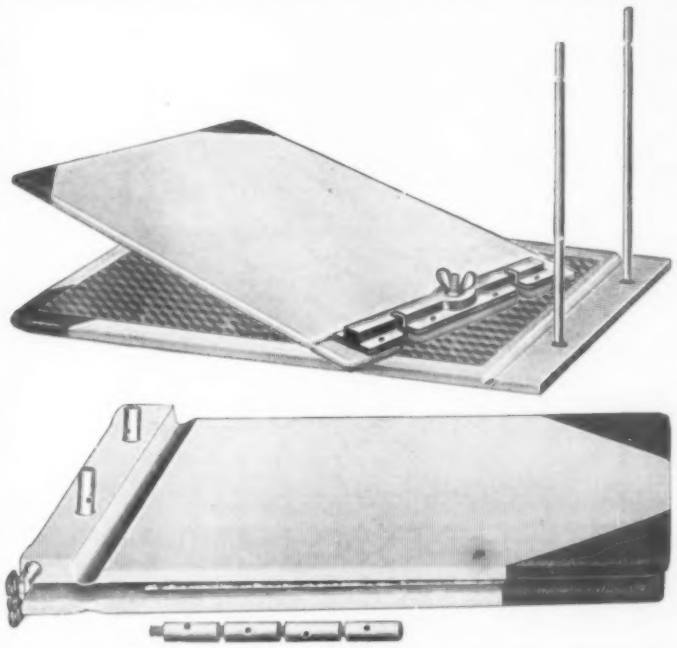
The import duty on typewriters, whether new or rebuilt, is excessive; it is at the rate of 8 pesetas ($1.50) per kilo (2 1-5 pounds) on the gross weight, including the case, so that for a standard machine, weighing with the case 25 kilos, it would amount to 200 pesetas, payable in gold, which would make the whole about $38.67. It is reported that the government will issue a royal decree prohibiting the writing of legal documents in any other way than by the pen and ink method. Typewriters are not unfrequently sold on the installment plan with no discount; monthly payments are from 50 to 100 pesetas (silver peseta about 17 cents). The following is an extract from a letter just received from a live agent in this city who is selling a cheap but serviceable little American machine:

"I am always ready to take up the introduction of any god thing that has proved its value in America, investing my money and devoting my best attention to the undertaking, perfectly satisfied not to make any profit on it the first year, but to give it all the benefit possible to secure the very best results; but it is difficult to find people here to do the same, and where there is that greedy tendency it has to be to the detriment of the business. American manufacturers expect their profit in their hands before the goods are shipped and will not investigate if the article is to be sold to their advantage by the agent, thus creating a legitimate demand for it, or simply if he is getting rid of it on speculation without preparation to unreliable speculators who will not take the trouble or the expense to enlighten the purchaser as to its merits. Thus they do not encourage serious, hard-working agents whose only fault is that they can not always pay cash down.

"On the other hand, American manufacturers expect importers here to have implicit confidence in them when they demand payment in advance before the goods are shipped and consequently before the purchaser can see them. Of course, most reliable concerns do not betray their trust, but they engage middlemen as shipping agents, who handle the shipment as they like, there being no interested party watching, and as they do not even know the owner of the goods they relax attention, committing errors in the declaration of the goods and weight, to the detriment of the purchaser, whose interest is not studied, and when the shipment arrives the custom-house officials are inexorable in holding the goods against payment of heavy fines.

"Besides, there are shipping agents who actually speculate with the goods by studying their own interest and allowing shipping opportunities to pass so as to ship when it suits them to do so. If complaints are made, they always have excuses or pretend ignorance. I speak from experience."

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."



WHEN DUTY WHISPERS LOW—"THOU MUST
give only the best values in loose leaf—"

THE DEALER REPLIES—"I CAN—
by supplying **C. S. & R. B. goods, only."**

We show herewith two styles which will enable you to follow the dictates of duty.

STYLE "O. K." Slotted Lock Binder with posts $\frac{3}{16}''$ in diameter centers either $2\frac{3}{4}''$, $4\frac{1}{4}''$ or $7''$.

A good current binder, and **a hot seller in the trade.**

The "Star" Sectional Post Binder with posts $\frac{3}{8}''$ or $\frac{5}{16}''$ in diameter, any center desired.

A positive lock, in a durable case—something you can pin your faith to.

May we speak to you about metal parts?

If you operate a bindery, better write us.

The C. S. & R. B. Co., Inc.

Kinzie and Armour Sts. **CHICAGO, U. S. A.**

Makers of Nine Styles of Loose Leaf Ledgers—Devices to suit every demand of the trade.

RETAIL TRADE OPPORTUNITIES.

As supplied by "OFFICE APPLIANCES"—Magazine, Chicago, Ills.

"RETAIL TRADE OPPORTUNITIES" consist of the names and addresses of NEW FIRMS and CORPORATIONS—the names of the PURCHASING OFFICER, and in most cases the KIND OF GOODS TO BE PURCHASED. The supplying of this list of LIVE PROSPECTS by this publication will be continued monthly, and for the present will not be furnished anyone in advance of the issue. The perusal of this department by the SELLING ORGANIZATION of all companies engaged in the sale of office devices and supplies, will result in sales each month. Those interested may rest assured that the information given is "fresh," as indicated by the "ready" dates.

Mobile, Alabama.

Central Lumber & Timber Co., Mobile, Ala. Wholesale lumber. Frank N. Poe, secretary. J. R. Little or Frank N. Poe, purchasing officer. Interested in: **Adding Machine, Binders, Blank Books, Carbon Papers, Card Indexes, Card Systems, Check Books, Codes, Coupon Books, Desk Specialties, Facsimile Letters, Filing Cabinets, Loose Leaf Devices, Manifold Books, Metal Furniture, Numbering Machines, Office Furniture, Order Blanks, Paper, Paper Fasteners, Pens and Pencils, Pencil Sharpeners, Postal Scales, Rubber Stamps, Talking Machines, Telephones (interior), Travelers' Expense Books, Typewriters, Typewriter Supplies, Tabulating Machines.** Will be ready by November 15, 1907.

Fayetteville, Arkansas.

Dickson Street Bank, Fayetteville, Ark. Banking. Bruce Holcomb, cashier and purchasing officer. Will be ready by January, 1908.

Phoenix, Arizona.

Southwestern Auto Co., 38 West Adams St., Phoenix, Ariz. Garage. W. H. Patric, secretary and purchasing officer. Interested in: **Adding Machines, Adding Typewriters, etc.**

Santa Ana, California.

Santa Ana River Development Co., Santa Ana and Anaheim, Calif. Water development. A. S. Bradford, Anaheim, Calif., secretary; H. Clay Kellogg, engineer, as purchasing officer.

* * *

Junior Monarch Hay Press Co., San Leandro, Calif. Manufacturing hay presses. L. J. Toffelmeir, secretary and purchasing officer.

Denver, Colorado.

The Cumberland Brake Shoe Co., 929 W. Eighth avenue, Denver, Colo. Makers of brake shoes. F. B. Wells, secretary and purchasing officer.

New Haven, Connecticut.

The Sperry & Sellers Company, 82 Church street, New Haven, Conn., or City Hall Building, Bristol, Conn. Mill engineers. Reinforced concrete. Philip Sellers, secretary and purchasing officer.

Clay City, Indiana.

Clay City Lighting Co., Clay City, Ind. Electric lighting. B. M. Guirl, secretary and purchasing officer.

Peoria, Illinois.

The McMeen Electric Co., 602 Main street, Peoria, Ills. Contracting and repairing. J. E. McMeen, secretary.

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F. I. Johnson, Manufacturer, Stillman Valley, Ill. Cider. Interested in: **Carbon Paper and Ledgers.**

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West-Gregg Brick Company, Eldorado, Ills. Makers of brick.

* * *

National Brass Manufacturing Co., 1305 Michigan Ave., Chicago, Ill. Manufacturers of safety water level gauges. A. H. Vallintine, secretary; J. L. Schallaire, purchasing agent. Ready November 15.

Wichita, Kansas.

The Monarch Loan Company, 102 West Second street, Wichita, Kans. F. D. Hall, secretary.

Monroe, Louisiana.

Luber Compress Co., Monroe, La. Makers of compresses. L. L. Luber, purchasing agent. Interested in: **Accounting Systems, Duplicating Machines, Card Systems, Facsimile Letters, Rubber Stamps, Travelers' Expense Books.** Ready January 1, 1908.

* * *

Cobb Car Company, Ltd., Lake Charles, La. Manufacturing cars. D. Z. Thomson, secretary, and B. J. Cobb, purchasing officer. Ready now.

Rumford Falls, Maine.

Union Construction Company, Rumford Falls, Maine. Water works. Geo. W. Pettengill, secretary; Waldo Pettengill, purchasing agent.

Vermontville, Michigan.

Barber State Bank, Vermontville, Mich. Successor to Bank of Homer G. Barber.

Ogema, Minnesota.

White Earth Reservation State Bank, Ogema, Minn. Banking. M. J. Kolb, purchasing agent, Ogema, Minn.

* * *

Molitor Drug Company, 614 St. Germain street, St. Cloud, Minn. Drugs and sundries. Martin Molitor, manager and purchasing officer.

Aurora, Missouri.

Aurora Light, Power and Refrigerator Co., Aurora, Mo. J. R. Woodfill, Jr., president and purchasing officer. Interested in: **Typewriters.**

* * *

Crescent Ore, Oil & Gas Company, Alba, Mo. Prospecting for oil and gas. W. S. Vernon, secretary and purchasing officer.

* * *

Commercial Trust Company, St. Louis, Mo. Trust and banking. Jacob L. Babler, secretary and purchasing officer. Will be ready by December 1st.

* * *

Prufrock Litton Furniture Co., Fourth and St. Charles streets, St. Louis, Mo. Retail furniture. Henry Prufrock, purchasing officer. Interested in: **Carbon Paper, Check Books, Oil and Oilers, Order Books, Paper Fasteners, etc.**

* * *

Jacoby Art Glass Co., Ohio and St. Vincent streets, St. Louis, Mo. Established 1897, incorporated 1907. Manufacturers of ornamental leaded art glass. C. C. Jacoby, purchasing officer.

Fitchburg, Massachusetts.

Houghton Web Co., Lunenberg street, Fitchburg, Mass. Makers of Elastic web. W. G. Hayes, secretary. I. S. Houghton, purchasing officer. Interested in: **Cabinets, Office Furniture, Letter Files and Trays, Loose Leaf Binders, Metal Furniture, Office Cutlery, Paper, Paper Fasteners, Pens and Pencils, Postal Scales, Rubber Stamps, Sectional Book Cases, Stapling Machines, Time Recorders, Time Stamps, etc.** Will be ready by December 1st, 1907.

Engle, New Mexico.

The Engle Supply Company, Engle, New Mexico. General Merchandise.

North Wilkesboro, North Carolina.

The Norris Vyne Lumber Co., North Wilkesboro, N. C. Lumber. Leonard Vyne, secretary and purchasing officer. Interested in: **Accounting Systems, Billing Machines, Blank Books, Carbon Paper, Catalogue Cabinets, Check Protectors, Ledgers, Letter Files and Trays, Loose Leaf Binders and Specialties, Order Blanks, Paper, Rubber Stamps, Stenographic Specialties, Travelers' Expense Books.**

Brule, Nebraska.

Brule Lumber Company, Brule, Neb. Hardware, coal, lumber, etc. H. E. Worrell, secretary; F. W. Howson, purchasing officer. Ready now.

* * *

Richards Tag Company, 1505½ Howard street, Omaha, Neb. Index tag makers. Jno. O. Richards, purchasing agent. Interested in: **Bank Supplies, Blank Books, Bookkeepers' Supplies, Card Indexes, Facsimile Letters, Filing Cabinets, Locse Leaf Specialties, Show Cases, etc.** Ready October 10.

Groton, New York.

Regent Lumber Co., Groton, N. Y. Lumber. E. A. Landon, secretary. Interested in: **Bookkeeping Supplies, Check Books, Copying Presses, Inks and Inkstands, Ledgers, Rubber Stamps.**

* * *

The Chemung Mitten Co., Waverly, N. Y. Glove and Mitten Makers. Interested in: **Addressing Machines, Bill Lading Books, Book Cases, Bookkeepers' Supplies, Carbon Papers, Card Indexes, Check Books, Check Punches, Copying Presses, Desks, Desk Specialties, Envelope Sealers, Erasers, Filing Cabinets, Furniture, Inks and Inkstands, Ledgers, Metal Furniture, Order Blanks, Partitions, Postal Scales, Rubber Stamps, Safes, Signs, Telephones, Telephone Brackets, Travelers' Expense Books, Typewriters.**

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International Metallurgical Co., 52 Broadway, New York, N. Y. (Room 721.) Sydney H. Shadbolt, secretary; W. H. Alexander, purchasing officer. Interested in: **Book Cases, Bookkeepers' Supplies, Card Indexes, Catalogue Cabinets, Filing Cabinets, Furniture, Ink and Inkstands, Ledgers, Library Supplies, Office Furniture, Sectional Book Cases.**

Schafer, North Dakota.

McKenzie County Bank, Schafer, N. D. Banking. A. N. Cooper, cashier and purchasing officer. Ready November 12th.

South Amboy, New Jersey.

Mathol Investment Co., care South Amboy T. C. Co., South Amboy, N. J. Real Estate. Peter C. Olsen, purchasing agent. Interested in: **Bookkeepers' Supplies, Card Indexes, Card Systems, Desks, Desk Specialties, Filing Cabinets, Office Furniture, Partitions, Telephones, Travelers' Expense Books.**

Cleveland, Ohio.

The Petre Carbureter Co., Tabernacle Block, Cleveland, O. Auto parts. E. E. Bartholomew, purchasing agent. Interested in: **Card Indexes, Envelope Sealers, Typewriters, Typewriter Supplies.**

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The Commercial and Savings Bank Co., New Lexington, O. Banking. F. H. Avery, secretary. Will be ready November 15th.

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The Main Automatic Mailing Machine Co., 1215 Hayden Bldg., Columbus, O. Mailing machine. M. A. Corbett, secretary and purchasing officers. Interested in: **Bill Lading Books, Bookkeepers' Supplies, Carbon Papers, Card Indexes, Card Systems, Check Books, Facsimile Letters, Filing Cabinets, Office Furniture, Order Blanks, Paper Fasteners, Postal Scales, Rubber Stamps, Typewriters.**

The J. A. Winter Company, U. B. Building, Dayton, O. Real estate. Charles J. McKee, secretary. W. B. Anderson, president.

* * *

The Diebold-Peters Co., Whiting Power Bldg., Cleveland, O. Manufacturers of machinery. Louis Diebold, secretary and purchasing officer.

* * *

The Farmers & Merchants' Bank Co., Nevada, O. Banking. W. A. Wolfe, secretary. Ready now.

* * *

The Fues-Schuele Co., 1958 West 25th street, Cleveland, O. Dry goods. J. T. Hutchinson, secretary.

Oklahoma, Oklahoma Ter.

Pryor-Hitt-Gardner Co., 111½ West Main street, Oklahoma, O. T. Real estate and investments. R. E. L. Hitt, secretary and purchasing officer.

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Shuttuck Realty Co., Shuttuck, Oklahoma. Real estate. R. A. Moody, secretary; Wm. G. Sears, purchasing officer.

* * *

Union Underwriters' Agency, 314 Lion Store Bldg., Oklahoma, O. T. Insurance. L. Hunt, secretary; C. Z. Curlee, purchasing officer. Interested in: **Accounting Systems, Blank Books, Book Cases, Bookkeepers' Supplies, Cabinets, Carbon Papers, Card Indexes, Card Systems, Check Books, Desks, Erasers, Facsimile Letters, Filing Cabinets, Inks and Ink Stands, Letter Files and Trays, Library Supplies, Manifold Books, Office Furniture, Partitions, Postal Scales, Rubber Stamps, Safes, Sectional Bookcases, Signs, Stenographic Supplies, etc.** Ready now.

* * *

Beekman County Abstract Co., Sayre, Oklahoma. Real estate and insurance. John L. Moran, secretary. J. M. Philpott, purchasing officer. Interested in: **Blank Books, Book Cases, Cabinets, Carbon Papers, Desks, Erasers, Filing Cabinets, Fountain Pens, Inks and Inkstands, Ledgers, Loose Leaf Specialties, Pens and Pencils, Rubber Stamps, Signs, Stapling Machines, Typewriters and Supplies.**

* * *

The Elk City Mill & Elev. Co., Elk City, Oklahoma. Elevator. E. A. Wales, secretary.

* * *

Goodner Book & Stationery Co., Lawton, Oklahoma. Stationery and books. Elva G. Kirkman, secretary. O. O. Kirkman, president and purchasing officer.

Reading, Pennsylvania.

Langer & Gerber Company, Reading, Pa. Engraving and electrotyping. E. R. Gerber; Max Langer, purchasing officer.

* * *

Conneautville Chair Co., Conneautville, Pa. Chair makers. L. D. Corey, secretary and purchasing officer. Interested in: **Bill Lading Books, Binders' Blank Books, Cabinets, Carbon Papers, Catalogue Cabinets, Check Protectors, Copying Presses, Filing Cabinets, Letter Files and Trays, Order Blanks, Rubber Stamps, Safes, Telephones, etc.** Ready now.

* * *

H. D. Best Dental Mfg. Co., 127 S. Highland Ave., Pittsburg, Pa. Porcelain tooth crowns. W. H. Hutchinson, secretary. Interested in: **Addressing Machines, Card Systems, Copying Presses, Desks, Envelope Sealers, Filing Cabinets, etc.** Will be ready December 1st.

* * *

McKean Lunch Plate Co., Bradford, Pa. Lunch plates. R. S. Kellerman, secretary.

* * *

R. L. Jones Slate Mfg. Co., Delta, Pa. Roofing slate. Arthur L. Jones, secretary.

Carthage, South Dakota.

Farmers' State Bank, Carthage, So. Dakota. F. E. Barke, cashier; Chas. E. Barke, president and purchasing officer. Interested in: **Adding Machines, Bank Fittings, Bank Supplies, Blank Books, Carbon Papers, Check Books, Check Protectors, Codes, Coin Counters, Desks, Facsmile Letters, etc.** Ready November 1st.

Chandler, Texas.

First State Bank, Chandler, Texas.

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Pioneer Lumber Company, Dacus, Texas. Yellow pine lumber. R. Smithers, secretary and purchasing officer.

* * *

City National Bank, Galveston, Texas. Banking.

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Quanah Cotton Oil Co., Quanah, Texas. Cotton oil products. J. W. Simmons, Jr., secretary and purchasing officer.

Suffolk, Virginia.

Suffolk Herald Corporation, Suffolk, Va. Newspaper and job printing. J. C. Halladay, secretary.

Bristol, Tennessee.

Kemble-Cochran Co., Bristol, Tenn. Books and stationery. Ready now.

Hancock, Vermont.

Hancock Lumber Co., Hancock, Vt. A. J. Roumson, secretary and purchasing officer. Interested in: **Blank Books, Bookkeepers' Supplies, Coupon Books, Desk Specialties, Manifold Books, Memorandum Books, Time Registers, Tabulating Devices.**

Spokane, Washington.

Hays-Kenyon Company, Hutton Bldg., Spokane, Wash. Real estate. J. W. Hays, secretary and purchasing officer.

Ocean Beach Packing Co., Westport, Washington. Clam cannery. Martin Wingerter, secretary and purchasing officer. Interested in: **Adding Machines, Bill Lading Books, Book Cases, Bookkeepers' Supplies, Carbon Papers, Check Books, Check Protectors, Coupon Books, Desk Specialties, Fountain Pens, Inks and Inkstands, Invoice Books, Ledgers, Loose Leaf Specialties, Oil and Oil Cans, Order Blanks, Paper, Pens and Pencils, Pencil Sharpeners, Rubber Stamps, Safes, Scales, Stationery Specialties, Travelers' Expense Books, Typewriters.**

Moody & Moody, Incorporated, 21 Main street, Monroe, Wash. Dry goods, etc. Frank E. Moody, secretary; S. J. Moody, purchasing officer.

* * *

The Reynolds Electric Co., 656 Empire Building, Seattle, Wash. H. F. Reynolds, president and general manager.

* * *

Madison Lumber & Mill Co., Spokane, Wash. Wholesale lumber. Interested in: **Accounting Systems, Bill Lading Books, Billing Machines, Blank Books, Bookkeepers' Supplies, Cabinets, Carbon Paper, Card Indexes, Check Books, Check Protectors, Codes, Copying Presses, Desk Specialties, Duplicating Machines, Envelope Sealers, Erasers, Facsimile Letters, Filing Cabinets, Inks and Ink Stands, Invoice Books, Ledgers, Letter Files, Loose Leaf Specialties, Manifold Books, Numbering Machines, Office Furniture, Order Blanks, Paper, Paper Fasteners, Pens and Pencils, Postal Scales, Rubber Stamps, Scales, Signs, Stapling Machines, Stenographers' Supplies, Time Stamps, Typewriters, Typewriter Supplies.**

* * *

Washington Pulley & Mfg. Co., Seattle, Wash. W. I. Johns, secretary. Interested in: **Accounting Systems, Blank Books, Blotter Baths, Bookkeepers' Supplies, Carbon Papers, Card Indexes, Catalogue Cabinets, Facsimile Letters, Filing Cabinets, Invoice Books, Ledgers, Letter Files, Loose Leaf Specialties, Numbering Machines, Order Blanks, Paper, Paper Fasteners, Pens and Pencils, Postal Scales, Rubber Stamps, Safes, Stapling Machines, Time Recorders.**

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Hercules Specialty Co., 406 Rookery Bldg., Spokane, Wash. Makers of bottle washers and specialties. E. C. Towsley, secretary; Geo. C. Weare, purchasing officer. Interested in: **Card Indexes, Card Systems, Facsimile Letters, Rubber Stamps,** etc. Ready now.

Bluefield, West Virginia.

Crescent Fuel Co., Bluefield, W. Va. W. T. Cofee, secretary and purchasing officer. Interested in: **Carbon Papers, Card Indexes, Pens and Pencils, Postal Scales, Rubber Stamps, Stationery Specialties, Stenographers' Supplies, etc.**

Antigo, Wisconsin.

Antigo Canning Co., Antigo, Wis. R. R. Johns, secretary and purchasing officer. Interested in: **Check Protectors, Copying Presses, Invoice Books, Letter Files and Trays, Rubber Stamps, Safes, Typewriters.** Ready January 1, 1908.

Business Friendship is Always Worth Money.

Value of a "Good Will" Campaign Reflected by the Growth of Popular Advertising in American Journals, No Less than by Experience of Dealers.

When a business man, suddenly ascertaining that his office needs some new appliance, or that something old must be replaced, turns his busy mind to the very practical proposition of filling the need, the busy mind is apt to travel along the lines of least resistance.

All of which means that he will suddenly remember a bright, agreeable man who dropped in to see him one day when he did not need anything and who left the head of the house "With a good taste in his mouth."

"Why, that fellow Smith's house has the appliance we need," he says, and in a moment the telephone operator is engaged in getting Smith on the telephone.

The result is that Smith comes over, gets his order and renews the good feeling that prompted the busy man to think of him first when the occasion arose for making a purchase. Perhaps Smith himself, being an outside man, is not conversant with the particular need of the man of business. Then he calls in an expert from his house who is familiar with the line, makes the head of the house feel that a specialist has been sent to him and that it is a pleasure.

This simple illustration is but an everyday incident. It opens up the general subject of the value of friendship and good will in business life.

Nothing, perhaps, so thoroughly calls attention to the good will question as the volume and character of the advertising that is now being carried by American journals, and particularly by American trade journals. Without giving thought to that feature of the case, the advertiser of to-day is building up good will, no less than making direct sales.

A well-dressed, presentable advertisement in this case takes the place of a well-dressed, presentable man. When this advertisement "with a front" is seen by the dealer, the office man or the plain individual, he may not for the moment need the advertised article.

The time comes, however, when he does need it. Then the "good will" elements enters. The pleasant-voiced advertisement glides in to suggest that the man in need saw just exactly what he wanted advertised a month ago.

Result: An order.

And it is results, after all, that the business man of this period seeks.

The world laughed years ago at the advertisement of the rural youth who was "Willing to work and anxious to please." The world has adopted the principle. Assuming as axiomatic that the "work" is essential, the "anxious to please" factor must now be injected to complete success.

That factor had made the "Glad Hand" a science. It is teaching the value of spending such time as might otherwise be idle in cultivating fields that will in future bring the harvest. To carry this idea to its logical and fruitful conclusion the leading houses of the day are maintaining one or more men whose chief end in life is to be pleasant and agreeable to the buying public. No egotist need apply for such a job.

Its worker must never be too busy to answer, without irritation, any question. He must have a care to his personal appearance; his manners must be those of the Romans while in Rome. He must lead while merely appearing to be developing the suggestions, or needs, as the case may be, of his prospective customer.

Perhaps the person under fire immediately may not be even a prospective customer; but he may be a man who controls many customers. Looking far beyond the immediate article and the present sale, there is wisdom in developing the friend who can, in the future, say the word that means business. A man who has no apparent need for office appliances may be a director for a bank that next month will need a full line of these very things. In the director's room he will remember the man who had time to cultivate him and to be pleasant to him; and who also let him know, without apparent purpose, just where he was located and what line of goods he handled.

Trifling details go far to get the general result. Details always do. The boy who answers the telephone is an asset when he knows how to respond pleasantly and politely to all calls, no matter from whom they may come. He is the first step in the "good will" campaign.

From this step the wise man of affairs will see that his best men mix with valuable associates, instead of keeping them looking at the ceiling, or engaged in trivial matters that less productive men might just as well handle.

Men have been entirely too busy making for the top of the commercial ladder to learn much of the details of the short cuts. The appliance man occupies somewhat the relationship of an explorer who has found the near route. The discovery is not valuable until it is known and used. To make known the means whereby the man of business may save time and money, to say nothing of adding to his income, is a distinct field.

It is assured that once the shorter, faster route is known it will be eagerly adopted and gladly used.

Keep the public thinking, pleasantly about your business and about you.

THE SECOR TYPEWRITER LEGION.

Attention now! just lend your ear,
An interesting tale to hear;
How a strong and mighty band
Of late invaded every land,
Like armored knights of ancient times
They quickly conquered foreign climes;
Not to seek, or loot, a treasure,
But change the office work to pleasure
To do all labor of the pen
Which long had troubled business men.
With bodies built of strongest steel
They answer every Write appeal
And billing, too, with such dispatch
The world has never seen their match.
From country stores, to affairs of state,
Anything man can con-tem-plate;
There is no kind of written work
This energetic band will shirk.
A dainty note for China's queen,
Or a steamer pass at Bowling Green,
They write it down without a skip
While speeding onward on their trip,
To get to every kind of place
That's peopled by the human race,
Regardless what the language be,
For every tongue they have a key;
A village store, or Iceland's shore
Or a palace down in Ecuador;
You can look most anywhere
And find the Secor writers there,
With gentle touch they bring delight
To everyone who has to write,
So if you need a helping hand
Call on the Secor Writer Band.

German Business Show.

A Review of the First Business Show in Germany—Not a Great Success.

The "Universal Exposition of Office Requirements, Berlin, 1907, October 5 to 20," has been opened, held and closed, and is now a matter of history. The location of the Exposition, the large and commodious hall of the Exposition Palace, adjoining the Zoological Gardens, left nothing to be desired. The character of the exhibits was high grade, and many of the booths were of such an attractive and expensive character it almost seemed a pity that after two short weeks they should be taken apart or torn down. The quality of the attendance, too, was exceptionally good, many dealers and representatives from other German cities, as well as from the neighboring countries, taking the opportunity of visiting this exposition, in order to learn whether any new lines may be taken up or old lines extended. The managers and directors of large enterprises, too, came to see whether their offices or business arrangements cannot be improved upon, and taking with them many valuable impressions and new ideas. From the above it may be inferred that the Exposition was an unqualified success, and yet it left much to be desired or improved upon. The number of exhibits, considering the large field and area to draw from, was comparatively limited. Foreign manufacturers were conspicuous by their absence or had extremely limited representation. And with regard to the attendance it may be said that it was extremely limited, and certainly did not come up to expectations. The large majority of office men and women of this metropolitan city and its surroundings, with a population fully equalling that of New York City, did not put in their appearance. The business men which crowd the aisles of American expositions of a similar nature did not attend to any considerable extent. During many hours of the day the aisles seemed to be practically swept of visitors. The reasons for this were manifold. During the first part of the Exposition the entrance fee was held at one mark, which must have appeared entirely too high for many employes, whose salaries, in general, are quite low. The American plan of distributing tickets in quantities through the exhibitors themselves, these inviting their friends and customers to come and see the show, was entirely ignored. During the latter half of the Exposition exhibitors could secure tickets for 25 pfennigs, to present to their friends, and this partially improved conditions, but it was done too late and in too limited a manner to do much good. The same thing done a month previous to the opening of the Exposition, so that each exhibitor would have had ample time to prepare his lists and send out his invitations to those he wanted to welcome, even at his own expense, would have produced very gratifying results. A business show must be run on business principles, and a liberal, broad minded policy alone can make it a grand success. The Executive Committee, in spite of the strenuous efforts of some of its members, was lacking in this respect, months were allowed to pass without proper utilization, and in many important and decisive points the wrong decision was arrived at or an inadequate idea followed.

As a whole, the Exposition presented a high grade appearance, and what was lacking in extent and the quantity of the exhibits was made up by the quality of the firms and things exhibited. Lectures were few and poorly attended. The typewriter contests presented an animated appearance, but as they were practically confined to the firms exhibiting they lacked the importance which they should and could have had if the Executive Committee had risen to the occasion. The narrow and mercenary view was victorious and non-exhibitors were requested to put up an entrance fee for each machine, which was many times that asked from exhibitors. The typewriter contests should have been handled as a separate matter, and would have done much to increase the popular interest in the Exposition. The Exposition was closed with a banquet arranged by the exhibitors, at which a limited number of exhibitors took part. Several speeches were made, of which the one of Director Willner, reviewing the work of the Exposition, and of Mr. Mannesse, of the German Maschinen Vertriebs Gesellschaft, held in a happy and humorous vein, were the most important.

Description of Exhibits.

With these general remarks as an introduction I will now endeavor to refer briefly to the different exhibits.

Of American typewriters, the Smith Premier, Elliott-Fisher, Oliver and Blickensderfer were creditably represented; other typewriters excluded themselves from participation for reasons repeatedly referred to, and best not repeated.

The Smith Premier Typewriter Co. had a large and attractive exhibit, presenting a number of new and interesting features. A large billing machine, with a very ingenious manifolding device, attracted considerable attention and secured much favorable comment. Another machine equipped with special signs for all conceivable purposes is also deserving of special mention. With its aid mathematical and chemical formula, as well as technical characters and terms, peculiar to different lines of business may be written. Director Siehring was in charge of this exhibit, ably assisted by members of the selling force of this company, which supports a very complete organization throughout Germany. General Manager Humes, superintending the European branches of this company, was also in attendance.

The exhibit of the Elliott-Fisher Company occupied a very prominent position, and attracted special attention, owing to the picture of New York skyscrapers, which formed its background. Of all things American these are considered most inconceivable by the German mind. In this exhibit was also shown the new Junior typewriter, represented by Mr. Henry Newald, Equitable Palast, Berlin.

The Oliver typewriter was exhibited by the Fabrik Stolzenbreg, extensive manufacturers of filing devices and introducing also the new German Mercedes typewriter.

The Blickensderfer typewriter was exhibited by the firm of Gröyen & Richtmann, of Cologne, and Mr. Richtmann came personally to Berlin to give attention to the exhibit.

The German typewriter industry appeared in full force. The Adler typewriter exhibited a number of highly finished models, type sections, etc. The Continental typewriter was shown in combination with the attractive showcase exhibit of the typewriter supply firm of Eduard Beyer, of Chemnitz. The Stöwer typewriter had a very large and neatly arranged exhibit and the firm of Peter Weil & Co., Frankfurt on the Main, surprised many visitors with their comparatively new and elegant Torpedo typewriter. Finally, the Polygraph, the Wiedmer Miniature typewriter, and the Wiedmer Music typewriter, should also be mentioned, to make the list of the exhibited German writing machines complete.

Adding Machines Represented.

The representation of adding machines was less complete, Mr. Benno Knecht, Berlin, exhibited the Standard and Wales Adding Machines, for which he is the general German representative. A model of the Universal Adding Machine was shown in the Modern Office Exhibit of the Arithstyle Kommandit-Gesellschaft.

The German Computing Machine industry was present in full force. The Brunsviga, represented by Mr. B. Benas, occupied a large and ornamental pavilion, which, particularly in the evening, with its many colored electric lights, presented a very striking apeparance. A number of new models were shown, one capable of performing additions with British money, making the reductions automatically.

The Triumphator Calculating Machine was also represented by various new models. The Thomas system had four representations, the Burkhardt Arithmometer and Pöthig's Archimedes, Math. Bauerle's Peerless, the Bunzl Calculating Machine, and, last, not least, the new model Unitas, exhibited by the Ludwig Spitz Company, which possesses a double indicator and is capable of performing addition and subtraction and multiplication and division at the same time.

In a class alone stood the Arithstyle Arithmachine, exhibited by the Arithstyle Kommandit Gesellschaft. A handy and effective machine, intended to assist the mind in computation, not to entirely replace it. In the same exhibit were shown a number of smaller office appliances, particularly the Bates Numbering Machine, the Perry Time Stamp, Envelope openers, etc. The "Modern Office," a new Office Quarterly, was here presented to interested visitors, and OFFICE APPLIANCES also had its headquarters in this exhibit—the walls of which were ornamented by attractive signs, calling attention to the various objects and surmounted by large portraits of the German Emperor and American President.

Copying machines were shown by the German Maschinen Vertriebs Gesellschaft, who made a very complete and elaborate exhibit, presenting the various models manufactured in actual operation. The Roneo Copying Machine and Duplicator made a specially conspicuous showing, their large blue signs being seen from nearly every point of the Exposition Hall. Copying Machines were also exhibited by Soennecken-Bonn, the Post Company, of Hamburg, and H. Krandt, Berlin.

The Fabrik Standard, large importers and manufacturers of Office Furniture, had their exhibit with the Schreibmaschinen Revue, the

Bellers Registrator Company furnished a number of exhibits and various large furniture concerns made independent displays.

Blankbook manufacturers had a very limited representation, excepting the Copeland-Chatterson Company, which was kept busy explaining the advantages of their loose-leaf devices.

The Addressograph was demonstrated in a very handsome booth with extending platform.

Typewriter Supplies were extensively represented. Günther Wagner, of Hanover, made a very elaborate display, V. G. Z., distributed by Philipp Hauser, Hamburg, exhibited an extensive line, adding new customers to his list.

A novelty was shown in the Penkala pencil, a self-filling arrangement which makes repointing unnecessary and which appears to be a demonstrated success.

Various German office journals were represented, "Organisation" occupying a very central position and the "Kontor" a very elegantly equipped private office.

The Show a Fair Success.

As far as the business results to exhibitors are concerned, the Exposition may be regarded as successful. Those whose exhibits were properly attended secured some sales and many valuable connections. Some exhibitors excelled in spreading exaggerated statements of their own successes. One typewriter concern reached the climax by claiming to have sold not less than 4,500 machines, their output probably for some time to come. But the explanation is easily supplied. Just after the report went out that another sale of fifty machines had been consummated the fortunate buyer went to another exhibit, stating confidentially that he had just bought one sample machine, agreeing to take fifty more within one year, if this machine and his success in selling it were satisfactory. On this basis the total of 4,500 may be safely divided by fifty and probably another discount of 50 per cent taken off for "cash," which with so many calculating machines on exhibition should have been an easy matter. Another typewriter concern, more truthful in this respect, reports 600 prospects in all parts of Germany, which no doubt will bring a number of sales when properly followed up.

The results of the Typewriter Contests are contained in the appended table, by which it is shown that in spite of the preponderance of German typewriters and the exclusion of most American machines an American typewriter captured the first prize.

The European plan has been tried and found wanting. Berlin, with its 3,000,000 population, the heart and center of continental Europe, the Capital of a great industrial country, sending out its products to the entire world, could have produced a greater and better office exposition. Many personal and other blunders were made, which were realized too late. It was stated in the initial stages of this Exposition that such an undertaking could not be carried through successfully without having on its honorary committe a number of high officials or men prominent in business or industrial pursuits and without being placed under the protectorate of some person of renown or nobility. In spite of its strenuous efforts in this direction the Executive Committee has only met with limited success and neither at the opening ceremonies nor during the progress of the Exposition could any particular interest on the part of the government or high official circles be noticed.

The show will no doubt be repeated during the coming year, and it is to be hoped that at least an adaptation of the American idea of the "open door," or greatly cheapened atendance, will be tried, to give the thousands of office workers who should visit such an exposition, carrying the reports of its offerings in all directions, an opportunity to attend. Particularly in Europe, where employes' salaries tend toward the lowest level, this is an absolute necessity. And an exposition with filled aisles and surging throngs such of which a glimpse has been had on the last Sunday when the tickets furnished by exhibitors were being taken up, has a stimulating effect upon visitors and exhibitors as well, which helps to increase the business results of such an undertaking. The only excuse that it was the first Exposition of the kind ever undertaken in Germany, the only hope that the lessons it has taught will be remembered and heeded.

Dollars in Signs.

The American Signotype Company Now Making Delivery of Their Sign Making Machines.

With the beginning of the new year the American Signotype Co., of 107 South Sangamon street, Chicago, will be making the delivery of their new model sign making machine in quantities that will take care of most any demand made of them, but at the present time are sending out but a limited number of machines to those who have made early inquiry for the agency.

The Signotype is nothing more or less than a Giant Typewriter, with a revolving keyboard and the characters on the side of the typewheel, inked somewhat similar to that of a printing press—in fact, the work done by this very clever machine is so perfect that most people think it to be the work of a printing press.

The machine is fitted with interchangeable type wheels, so that one may have several sizes and styles of type.

In most of the models sent out from the factory the Capital letters are inked in red, although it is the choice of the operator as to what color they choose.

A New Bulletin Idea.

For the convenience of publishers, or, rather, Newspapers, and those who desire to use these machines for Bulletin Purposes, this company has arranged a new attachment to their machine, which allows the operator to write the subject matter upon a continuous roll of paper. This roll is somewhat similar to that used on an Adding Machine, about three inches wide. After a certain length line has been written, say four feet, the strip of paper is cut from the roll and pasted on the bulletin board, one line at a time, and as fast as it comes from the sign making machine, which is practically at the rate of fifty letters and characters a minute.

The keeping of ball scores, the writing of names and the handling of current subjects is as easily accomplished with this machine as one would handle the same matter in miniature on a typewriter—and a boy or girl can operate it.

The New Models.

Prior to the recent New York Business Show, this company had not yet completed their new models, which were shown for the first time at this show, and created much comment and many orders were taken.

The new models contain the same principle embodied in the old one, but with artistic lines and all parts made in an up-to-date manner.

President E. M. Kidder, of the American Signotype Company, advises that the company is progressing excellently and that with the delivery of a few of the first machines and the orders that are bound to come from the report of these models, he anticipates that the company's order book will be filled to capacity.

The company is well financed and well managed, and it is anticipated that soon after the first of the year the delivery of sufficient machines will be in such quantity that all orders can be filled.

Some of the agents who have signed up for territory have already reported advanced orders, and a large demand is anticipated from all quarters.

Atlanta Business Show Postponed.

Management Delays the Southern Show until April 1st.

After several months of labor and quite a number of companies signed up for the First Atlanta Business Show, formerly scheduled for December 2d to 7th, Mr. F. W. Payne, the manager of the show was prevailed upon to alter the date some four months, and the show is now booked for the first week in April—April 1st to 11th—making ten days all told instead of the usual seven, as was customary with the other business shows.

As announced elsewhere, Mr. Payne is no longer associated with the National Business Show Company, Mr. Cochrane having purchased his entire interests. Mr. Payne now heads the National Trade Show Company, and the Atlanta show will be one of the first to be conducted under his personal control and management.

Atlanta Admirably Situated.

Atlanta, Ga., the center of commercial activity in the South, is admirably situated and well situated as a location for a business show in the South, having within a radius of two hundred and fifty miles, more large cities than any other city in the South.

A perusal of any map will disclose to the reader that Atlanta is the central hub of business activity, and certainly well located for the First National Business Show of the South.

A few of the larger cities within the 250-mile radius are found in the following:

Ashville	15,000
Athens	12,000
Augusta	40,000
Birmingham	40,000
Charleston	56,000
Charlotte	20,000
Chattanooga	35,000
Columbus	18,000
Columbia	22,000
Jacksonville	30,000
Greenville	12,000
Lynchburg	20,000
Macon	24,000
Montgomery	31,000
Memphis	105,000
Mobile	40,000
Nashville	80,000
Raleigh	15,000
Parkersburg	12,000
Vicksburg	15,000
Wilmington	21,000
Savannah	55,000
Atlanta, Ga.	100,000

With no other city of the South showing such a natural center for a commercial enterprise, the Atlanta show should prove interesting to many manufacturers who desire to reach the trade of that portion of the United States.

Mr. Payne has the entire support of the Atlanta commercial bodies with him in promoting the first show, and much national and civic feeling is expressed by all in encouraging Mr. Payne and the northern manufacturers to make a successful showing.

Atlanta a New Field.

Atlanta has not been troubled with very many trade shows of any kind since the great Cotton States and International Exposition of some years ago.

The building secured for the First National Business Show of the South is one of the government buildings erected during the former exposition, and although not used for years, it is being put in first-class shape and will be thoroughly wired and made acceptable for business purposes.

It is promised that Atlanta will soon have a new exposition building, plans of which are being considered, and with the completion of this, subsequent shows will prove very interesting to the Southerner, and particularly to those in Atlanta, who are desirous of promoting the growth of this very interesting city.

F. W. Payne, as manager of the First National Business Show of the South, is making headquarters temporarily at 71 Nassau street, New York, where he will remain for some time.

F. W. PAYNE.

The postponement of the show from December to April is, we think, a very sensible one, and in accord with the expressed wishes of the majority of the exhibitors who have already signed for space.

TO SUBSCRIBERS.

Special attention is called to the privilege we offer those who desire to "stick by their trade journal" to subscribe for a period of five years for only $5.00. We have many who have taken advantage of such an offer. Start with the new year!

CHANGE IN BUSINESS SHOW MANAGEMENT.

Mr. Payne No Longer With the National Business Show. Suggestion for Monthly Shows.

With the closing of the seventh National Business Show at Madison Square Garden in New York City last month, the ownership of the National Business Show Co.'s stock held by Mr. F. W. Payne, was purchased by Harry A. Cochrane, who is now in full control of the New York and Chicago shows, with Mr. A. L. Feirlein as business manager.

Cochrane and Payne, the former managers and proprietors, dissolved their partnership, as it may properly have been called, and Mr. Cochrane came into possession of all the stock held by Mr. Payne.

Mr. Cochrane will not only conduct the New York and Chicago Business shows, but it is his intention to conduct other commercial shows at points in the United States where suitable support and proper exhibition buildings are obtainable, and at this writing arrangements have been made for exhibitions at Pittsburg, St. Louis, San Francisco, and other cities.

In Mr. Payne withdrawing from the National shows, he retains the ownership of a Trade Show Company, and arrangements are being made to put on a show at Atlanta in April, as indicated elsewhere.

Mr. Cochrane, although but 24 years of age, has displayed an exceedingly broad conception of the show scheme and has put forth some very clever ideas in connection with these shows.

Office Appliances believes in business shows, evidenced from the early and continuous support this paper has given these affairs, and we trust the present arrangement with both Mr. Payne and Mr. Cochrane will prove financially satisfactory to both, although we cannot help but express here, as we have in the past, that New York and Chicago are the two natural points for the National shows, while the other cities are more or less territorial commercial exhibitions, all lending an opportunity to the manufacturers to display their wares to an entirely different class of purchasers in each locality and all offering local support and pride in upholding the idea that this is a day of special trade shows for special territories, and each worthy of the support and following of the manufacturers of business appliances and those seeking a direct trade with users or through local dealers.

These shows offer and present a most opportune time for those desiring first class representatives, and the better dealers and agents are following these shows, whether national or local, for the sole purpose of securing the various agencies in their territory.

Long may they live—all of them—and by whoever may have the courage and enthusiasm to make them successful.

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."

THE PHILADELPHIA SHOW.

The importance of Philadelphia as a center for a business show was well proven last year from the success attending that event, and already enough interest has been given by the manufacturers to promise an even greater success for 1908, when the show will take place the week of March 14th to 21st.

Philadelphia's manufacturers include 15,887 separate establishments, representing a capital of $476,529,407. There are ninety-six factories producing woolen cloths with a yearly output of $12,340,012.

Each of these concerns has an office, and there is a lot of business in Philadelphia for someone in the office appliance line. The question is, are you getting it. The 1908 business show is a proper place and opportune time for a display and will give the makers of office devices a means of getting their goods before the vast army of people here.

Up to the time we go to press this month, the following concerns have signed up for space, and many others have promised:

Acme Staple Company.
Addressograph Company.
American Multigraph Co.
Blickensderfer Typewriter Co.
Burroughs Adding Machine Co.
Deemer & Jaisohn.
Felt & Tarrant Mfg. Co.
Philip Hano Co.
Kalamazoo Loose Leaf Ledger Co.
Kee-Lox Manufacturing Co.
William Mann Company.
Oliver Manufacturing Co.
A. Pomerantz & Co.
Roneo Copier Co.
Secor Typewriter Co.
Universal Adding Machine Co.

The business show in Philadelphia is held in Horticultural Hall, on Broad street, below Locust, which is well located so that the business element of the city have no trouble in attending.

The business show in Philadelphia is held exposition, are maintaining offices at 808 Crozer Building. The show has excellent management with well-known office appliance heads back of it, promising a bigger and better success than possible last year.

Hartford Company Makes Restitution to the Postoffice Department.

The Hartford Manufacturing Company of Hartford, Conn., which had the contract up to July 1 last for manufacturing stamped envelopes and newspaper wrappers, has made a cash payment to Postmaster General Meyer of $100,000 as a settlement for all damages and injuries which the Postoffice Department may have sustained by reason of the company's failure to furnish paper up to the contract. Several weeks ago Postmaster General Meyer suspended the payment of all moneys due from the Postoffice Department to the Hartford company and submitted the matter to the attorney general for such further action as might be deemed proper. Chemical analyses of samples furnished by the company disclosed the fact that the composition of the envelope paper had been below the requirements of the contract and according to the computations of the experts of the Postoffice Department, the company had in the last three or four years benefited thereby.

Business Forms, Their Excuse, Use and Abuse.

BY DAVID D. FARNSWORTH.

Written Especially for Office Appliances.

Under the head of business forms may be classified everything in the line of stationery in use about the office or factory, from the blank bit of paper on which the busy shipping clerk scrawls a "hard to find" address for a new teamster, up to the private ledgers of the head of the firm. And in far too many cases a large share of them could be more suitably classified under the next head, as they are but an excuse—the shadow, not the substance. And right here occurs the constant loss of the one thing in this world that is of more value, commercially, than money—Time.

Their Excuse.

This may be taken in two ways, the excuse of their existence and the existence of their excuse. The former is self-evident. Without them business would revert to the savage state where every man took, caught, killed or made what he could, and bartered the surplus for what he could not. Because of human individuality no two men, left to themselves, do things alike, and so we must have forms, like harbor lights, to keep them in the channel. And that those who come after them may know accurately what they did and why.

The latter, the existence of their excuse, is far more common than one who had visited the business shows or read the multitude of ads of firms devoted to the manufacture and distribution of up-to-date business forms and devices would be led to believe.

It might be safely said that one could stand in any business part of any city in the world and hit with a stone a dozen buildings housing firms making use of mere excuses for correct forms for their particular business. "But," they will say, with mixed astonishment and indignation, "Brown, our office manager, who has been with us for twenty years, and knows every detail of our business, designed those forms and they are as near perfect as anything can be." My dear sir, Brown is a most efficient manager, an excellent accountant and a loyal and careful member of your business household, but the designing of business forms is a calling in itself, and like poets, its devotees are born and not made. Such men command a high salary and their time or the results of their work cost money—but so does the time of your many employes, and some of it is being wasted daily by the use of unsuitable or defective business forms. And what is worse for you, this latter is a current expense, draining the profit side of your ledgers month after month. While the time of the expert can be paid for and done with once for all.

In many instances any particular form may be perfect in itself and admirably designed for the purpose intended but be out of harmony with other forms in use and so waste the time of one or several men through whose hands it passes.

Let us take an actual example as more forceful than a general statement and this example is all fact but the names.

Smith & Jones deal in carpets and make use of the following forms. First an order is issued having columns headed:

No. of Pieces	Pattern	Crate No.	Yardage

After shipment it goes to the bill clerk who makes a bill on the following form:

Crate No.	No. of Pieces	Pattern	Price	Yardage	Amount

Then the two forms go to a third man who checks the entries which may be one or fifty and who also checks with a stock record headed as follows:

Shipping Order No.	Crate No.	Date	Yardage

Is the point clear? Eye travel takes time and useless dodging back and forth wastes it. Time costs the employer money and yet this one little item of eye travel is seldom thought of. There are factories where more time is consumed in carrying the work back and forth from one man to another than in doing the actual work and there are offices where more time is used in handling unsuitable forms than in doing the actual work. Lack of harmony throughout the whole system injures or detroys the value of otherwise perfect forms.

Their Use.

The use of forms in business can hardly be overdone. We must have constantly before us the vital fact—seemingly often lost sight of, that the employe's time is the employer's money. And no form or device which will save the former should be omitted. And right here I wish my text extended to devices as well, for they are so closely linked with forms. Have things "handy." Have nothing done with pen or pencil which can be as well or better done with the typewriter and do not allow anything to be done with pencil, pen or typewriter which can be done by the printer. True it takes but a second to write in a word or figure here and there—but seconds make the day, and the most faithful employe can only do so much for a day's work whether it be actual work or wasting time with unsuitable forms and devices. If there be adding, multiplying, etc., to be done, don't have it done mentally, use a machine. If Jones works at more than one desk, get them together and buy him a revolving chair, it will be a good investment. But we are running away from the text.

Their Abuse.

Under this head little need be said other than to indicate that it is possible. Let us recommend to you the reading of Mark Twain's delightful story of The Great Beef Contract, wherein he deals with what he calls the Circumlocution Office at Washington. And when you have finished go hang beside the appliances, marked "For use in case of fire," a large keen knife marked "For use in case of Red Tape."

OFFICE APPLIANCES

A MONTHLY JOURNAL

DEVOTED TO THE INTERESTS OF MAKERS, SELLERS AND USERS OF OFFICE DEVICES AND SUPPLIES, COVERING THE FIELD OF ADDING MACHINES, TYPEWRITERS, TIME AND CASH RECORDERS, LOOSE LEAF SPECIALTIES, PAPER GOODS, OFFICE FURNITURE AND FIXINGS, OFFERING A MEANS TO GUIDE THE MANUFACTURER, OFFICE APPLIANCE DEALER, COMMERCIAL STATIONER, THEIR SALESMEN AND REPRESENTATIVES, AND REPORTING NEW INVENTIONS IN THEIR RESPECTIVE LINES.

PUBLISHED BY

THE OFFICE APPLIANCE CO., (Inc.)

HOME OFFICE, CHICAGO, ILL., U. S. A.

303 Dearborn Street :: :: Telephone, Harrison 3698

Cable Address: "Applico—Chicago." Western Union Code

Vol. 6 CHICAGO, NOVEMBER, 1907 No. 6

NEW YORK OFFICE: 1901 Tribune Building

H. E. ROBBINS Eastern Manager

FRANK RUTHERFORD Special Telephone, Beekman 5367

SUCCEEDING AND EMBODYING

TYPEWRITER JOURNAL AND OFFICE SYSTEMS (New York)
THE OFFICE APPLIANCE JOURNAL (Chicago)
TYPEWRITER TRADE JOURNAL (New York)
THE OFFICE (Franklinville N. Y.)

(The purchase of other suitable publications will be considered at all times. Correspondence solicited.)

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Column wide, per issue for regular issues. Time discounts quoted on application. The publishers reserve the right to reject advertisements. *No advertisement taken for less than two inches.*

Readers in Any Part of the World Who Wish Advice

on matters pertaining to their line who wish to be informed concerning manufactured articles or who desire to increase the range of their business, are invited to make their wants known to the publishers of "OFFICE APPLIANCES" with the assurance that their inquiries will receive prompt and careful attention. If they desire catalogues or price lists on any line or if they wish to secure the names of responsible manufacturers in any branch of the office appliance industry the required information will be furnished **WITHOUT CHARGE** by our **INFORMATION BUREAU.**

"OFFICE APPLIANCES" is absolutely independent and open to all. Its policy and ownership is vested in no other person firm corporation or association except the undersigned. We court a fair discussion of all trade matters and topics of interest to the industry. We will gladly print opinions and answer questions to the extent of our ability. The mission of this journal is to offer a medium for the exchange of ideas which will constantly improve conditions as well as keep those interested in touch with each other. If you know the publishers write them and offer your suggestions. If you don't know them, write anyway.

Communications invited from practical men.

Live topics solicited at space rates.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Unused manuscripts will not be returned unless postage to cover accompanies same.

THE OFFICE APPLIANCE COMPANY

GEO. H. PATTERSON President
EVAN JOHNSON, Secy-Treas.
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EDITORIAL

THE FIELD WE SERVE

OFFICE APPLIANCES is unique in trade journalism. It occupies a peculiar field, reached by no other publication and covers that wide range of subject comprehended in its title which, tersely put, embodies the multiplicity of the articles and appliances used in the office and handled by the dealer. OFFICE APPLIANCES performs the double function of the trade paper and the technical magazine, incorporating the usefulness of the former and the special value of the latter. Indeed, it has established among the trade publications the special rank of "trade magazine," and as such has drawn to itself a constituency of readers greater in number, it is confidently believed, than were ever secured by any other class publication in a similar space of time. Although but four years old it covers the remote corners of the earth.

Fundamentally the circulation of OFFICE APPLIANCES divides itself into two divisions—the great field of the typewriter agencies and that of the commercial stationery dealers. These are closely allied, the former supplying the appliances which is the first essential of office equipment, the latter furnishing the varied list of articles and devices necessary for the complete equipment of that brain center of the plant, the modern business office. The ever growing number of office appliances demanded by the increasing complexity of business have made great changes in the complexion of the two fields mentioned. Many typewriter agencies, whose entire business was formerly devoted to machines and supplies, now handle a complete line of office appliances. Even greater changes have been made in the stationery field. The old-time merchant with his "stationery and fancy goods" has evoluted into a commercial stationer. Many of them going a step farther and denoting themselves "Office Appliance Dealers." The old general stocks have given way to standard stationery lines and office appliances, which are not only sold by competent and intelligent men in the store, but by a corps of field men whose work it is to seek business on the outside. Concerns such as these not only carry office furniture and similar lines but many of them handle typewriters and calculating machines as well, and all of them handle the supplies.

Apart from these great divisions covered by OFFICE APPLIANCES, the division of the adding machine is one of the most important and interesting branches of the great field of office appliances. A smaller division is the field covered by the dealers in office furniture as a department of a general business.

A remarkable section of the circulation of OFFICE APPLIANCES consists of the purchasing agents of large corporations and the buyers of office equipment in large business houses. These men find great value in the publication through its technical description of the latest inventions and most improved machinery and supplies for the equipment of their offices, and the advertisements found in each issue which afford them a buyers' guide.

For its readers OFFICE APPLIANCES will have more to give in the future than in the past. The recent reorganization of the editorial department will give the magazine increased strength through the greater competency of the staff. For the advertisers there will be not only the better value reflected from the improved editorial department, but an improved service through the better systematized advertising department conducted under a sound business policy.

OFFICE APPLIANCES threw off its swaddling clothes and reached sturdy manhood in record-breaking time in the history of trade journalism. Advertisers and readers alike have a right to expect continued improvement as it advances toward maturity. It will be the duty and pleasure of the publishers to see that their expectations are realized.

PANIC AND RESILIENCE

MANUFACTURERS and consumers of office supplies should note that foremost in the characteristics that make the United States "greatest" in business is the quality of "Panic-Resilience." The financial storms, due mainly to the rough, boisterous energy with which progress is exploited and prosperity over-exploited, are never of long duration. The lesson of the present situation is that the country has not failed to continue its extremes. The work ahead is enormous. The expansion awaiting the adjustment of credits and a steadying of the pulse of confidence is almost beyond belief. Quick recovery is certain and a few months will change the financial atmosphere. A liquidation of costs is proceeding in all lines and salesmen can preach now more ardently than for several years on modern office appliances, as they are mainly labor-saving devices. The fall of the Roman Empire is ascribed by economists as being due to the decline of the gold and silver mines of Greece. The United States, to make a comparison, is practically inexhaustible as to metal and crop resources. Commercial panics of the first-class occur every twenty years and must be expected. An attempt is being made to compare 1907 with the panic of 1873. There are many similarities. One in particular is the fact that in both 1873 and 1907 absorption of capital into thousands of new enterprises had proceeded at a pace that made it impossible for the new projections to become self-supporting immediately. The present ease in the business tide may last one year The cuts will be in the luxuries. Sales of necessities and devices that curtail operatin-

expenses will be satisfactory. As illustrating the quick recovery from business scares it can be cited that in June, 1900, the presidential year, business men were pessimistic and securities went begging at bargain counter prices. Yet, in May, 1901, the leading stocks had gained 80 per cent in value and business was booming. The reaction of 1903 was also followed within half a year by the commencement of our biggest boom. This, then, is a time to be cheerful and the giving and return of confidence should be encouraged. Our greatest asset is confidence!

DETAIL FIDELITY INSISTENCE

"DETAIL and fidelity are the secrets of success," said the *Supply Buyer* of one of the largest wholesale mail order houses in the country. "I watch our stationery and office supplies so carefully that I have the situation at my finger-ends all of the time. Ibsen, the Norwegian dramatist was the prize crank for detail. He went so far as to sew on his own buttons; but he left a name that is immortal. Next to detail comes fidelity. To be insistent in business is an excellent trait, and purchasers of office supplies imbibe this quality from the carbon salesmen who, as a class, are the most insistent representatives calling upon them. Many salesmen, in their early calls, believe a big house is giving out orders every few hours. They come up with their little smile and "what are you in need of?" speech and expect to take the Twentieth Century Flyer to an order. One salesman thus lost a permanent account with us for lack of patience. He could not understand that we bought ahead sometimes several months and, unfortunately for himself, vented his dissatisfaction in a few remarks, just at the time we had decided to give him our business. His many visits were thus thrown away. Before we started our Supply Department every department bought separately and prices were irregular. Different prices for supplies being paid by each department. To-day we have two thousand employees, but my phone is the busiest in the house. The lesson of 1907 is varied. To me the advances in modern office appliances stand fully sustained, and among them I regard the card system as more permanent than ever. Possibly because we carry two hundred thousand accounts on cards and we can go back three years and find any detail needed in any account inside five minutes. This is Ibsenian detail carried out to an unusually fine point. Fidelity has its place in the correctness of the accounts."

The Education of the Teachers.

An Opportunity for the Manufacturers to Meet the Business School Teachers for the Introduction of Modern Appliances.

Our attention has been called by the Chairman of the Executive Committee to the coming meet of the National Business Teachers' Association, scheduled for December 27th to 31st, at Pittsburg, Pa., and we attach here a copy of the program as arranged by the committees.

As the publishers of a paper covering the tools of business used in the Commercial Colleges, and after a personal investigation among many of the teachers in the colleges of the country, we are of the opinion that there is much to be gained by the teachers of the country in knowledge covering the more modern devices.

A majority of the teachers now engaged in Business Colleges are, from the nature of their calling, experienced in their teaching, and this experience covers—say on an average of ten years. Now, these same teachers have not had the chance or opportunity of keeping up with ALL the advancement during the past ten years—we mean practical experience, and the best of them are sadly lacking in an every day broad knowledge of the many devices, appliances and systems that are now in vogue.

It has been impossible for them to be so educated, owing to the condition of our country, for the reason that the manufacturers of these devices have been oversold for years, and so long as they are oversold they will not look towards the Commercial or Business Schools to educate the younger generation "how to use their tools." It was different with the Typewriter Manufacturers, who started some thirty years ago, and created the demand and made possible all these other devices that are now used. They HAD to go to the Schools and Colleges to MAKE a field for their wares.

Now, as great as is the use of the typewriter and the importance of a typewriter department in every college, just so sure and as great will be the use of the adding machine, the loose leaf device and the other appliances that are becoming so popular.

With the adding machine, the manufacturers will, in time, open an educational campaign among the schools, in a similar manner as have the typewriter manufacturers, and when that time comes the present school teachers will be able to learn what they now are lacking in—unless they take the time now to make these things a study on their own time.

Program of the National Business Teachers' Association, Pittsburg, Pa., Dec. 27-31.

Friday Afternon, Dec. 27.

President's address.—D. L. Musselman, Jr., Quincy, Ill.

To what extent, and in what way should we teach business ethics?—E. N. Miner, New York City.

Where shall we put the emphasis in our teaching—on the technicalities of bookkeeping or the broader questions of busines management?—R. M. Browning, Baltimore, Md.

How can we interest students in higher accounting?—D. W. Springer, Ann Arbor, Mich.

Saturday Morning, Dec. 28.

To what extent, and how, should teachers assist in the business getting of the school?—T. P. Scully, Cincinnati, Ohio.

What shall we do with the student who comes to us without sufficient previous education?—F. E. Lakey, Providence, R. I.

Is the study of advertising a logical part of the business school curriculum?—H. B. Smellie, Ypsilanti, Mich.

How good a general schooling should a business teacher have?—M. H. Lockyear, Evansville, Ind.

Monday Morning, Dec. 30.

To what extent should we teach "Office Deportment" to students?—Earl L. Virden, Chicago, Ill.

Rapid calculation class.—Conducted by L. C. Horton, who will call on the bright boys and girls for recitations.

Is there a place for grammar in the business course?—Carl C. Marshall, Cedar Rapids, Ia.

To what extent should we instruct our pupils in the use of such office devices as the multigraph, business phonograph, mimeograph, telephone, switch board, time register, cash register, etc.?—R. H. Peck, Davenport, Ia.

Tuesday Morning, Dec. 31.

Dignity in the schoolroom.—Morton MacCormac, Chicago, Ill.

CLIMATE PROOF NICKLE FINISH.

Fortune Awaits the Man Who Will Produce Some Sort of a Covering That Will Last in the Tropics.

"The man who can invent some sort of a finish for typewriters so that they will not rust or tarnish in the tropics can make a fortune," said M. P. Broderick of Syracuse, at the Kirby House.

"I know that in our works everything has been tried and nothing has been found to be a complete success, although some things are decidedly better than others. Gun metal finish was thought to have solved the problem, but after a time that too, gave way before the elements.

In the West Indies and the Philippines the government buys large numbers of typewriting machines and attention was long ago called to the tarnishing of the scale plate and other parts of the typewriter mechanism. A machine worth $100 and over is within a few months reduced to the condition—judged by its outward appearance—of machines that have been in service for years in the United States. It is a fact that the mechanism does not get in the bad condition that the outward rust would indicate, but the marketable value of the machine deteriorates many per cent within six months.

The greatest care in the way of covering up at night and rubbing dry many times a day, does not prevent the tarnishing. The air seems to carry moisture that is especially hard on nickel work. I have heard too, that the rollers for printing presses give out for the same reason much quicker than in a cooler temperature."

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."

WORK OF THE BURROUGHS BUSINESS SYSTEMS BUREAU.

The Burroughs business systems department is devoted to making the world's accounting work easier and more profitable for the workers—thus it is worth knowing about.

It is a strictly modern clearing house for business ideas. It distributes time-saving, money-saving methods and safeguard systems to the business world. It is conducted on a purely educational basis by the Burroughs Adding Machine Company at its general offices in Detroit.

The Burroughs company spends something more than $60,000 a year in this one department, and makes no charge for its services; but there is nothing philanthropic about it. The company gets its money back by showing progressive business concerns new ways to save time and money with the Burroughs machine—"making two blades of grass grow where but one grew before"—thereby, of course, increasing the sale of the Burroughs.

The O. K. of Actual Use.

This business systems department is an organization of systems experts and accountants. They give their entire time to the work of the department, and their stock in trade is ideas—ideas that have been worked out and tried out in actual practice by conservative firms and stamped with the O. K. of experience.

How this department "makes good" is shown by the fact that some of the biggest houses in the country repeatedly call on it for new ways of handling their bookkeeping routine. In turn, they contribute their own discoveries in the way of systems and methods, for the benefit of the business public at large. Some of these concerns have paid very flattering tribute to the work of the business systems department, saying that its help has been worth thousands of dollars in time saved.

Practical Illustrations.

The ideas forming the stock in trade of the department are contributed in the shape of bookkeeping forms, ledger sheets, tabulated reports, statements, etc., showing the actual work of the Burroughs in daily use. These are analyzed and sifted by the systems men, tested in various ways and adapted to the widest possible use. They are then prepared for distribution to any business concerns, large or small, that wants them. They are reproduced in exact fac simile, on large bond sheets, with printed headings and rulings. On the back of each form is printed a complete explanation of its uses, with suggestions for its adaptation in special lines of business or to meet individual requirements.

Some Valuable Systems.

There are forms especially for banks, others for small retail stores, for jobbing houses in various lines, for cotton mills, leather houses, brokers, lumber mills, steel mills, state and municipal officials, hotels and restaurants, insurance offices, warehouses, railroad offices—and hundreds of others. All this in addition to the general forms used in every line of business, such as the Burroughs short-cuts to trial balance, Burroughs cash-received system, Burroughs daily proof-of-posting system, Burroughs recapitulation of sales, Burroughs interest-on-daily balances, Burroughs petty cash, etc. Then there are system forms classified for the special use of the bookkeeper, cashier, auditor, cost-keeper, shipping clerk, etc.

All these forms make a considerable bulk, and receive constant additions. The collection occupies an immense cabinet extending the entire length of one of the large offices at the Burroughs plant, and is indexed for instant reference to special lines of business or special uses. Over 300 kinds of business are represented, each form having proved its worth in actual use. Some of the systems which these forms represent are very simple and understood by an experienced bookkeeper at a glance. Others, such as the cash-received system, are more complex and are sent out with an illustrated booklet fully explaining them.

The benefits of the Buroughs business systems department are at the service of any firm or individual interested in modern methods, regardless of whether he is a user of the Burroughs machine or not.. Those who are Burroughs users are always welcome to write the department for suggestions as to increased uses for the machine. On the other hand, those who do not already own a machine are invited to make use of the department with the idea of learning whether a Burroughs might not save money in their own business.

"RIGHT-IN-SIGHT" COPY HOLDERS

You can use them with any make of Typewriter or Adding Machine, or even Elliott-Fisher Billing Machines, at any height or any angle. Shield will hold Copy Books, Loose Sheets, Cards or Books with Stiff Covers.

HAS PERFECT LINE INDICATOR
Saves Eye-Strain—Increases Efficiency

Spacer, 25 Cents Extra

The IDEAL Copy Holder for schools teaching "touch system" work; promotes confidence in keyboard by hiding it, yet does not obstruct view of work.

Some of our dealers and agents have equipped whole city, county and state offices.

DEALERS Write For Our SPECIAL TERMS TO THE TRADE

A BIG MONEY MAKER FOR CANVASSERS

COMBINED TOOL COMPANY Leominster Mass.

UNCLE SAM'S ENVELOPE BUSINESS.

The Hartford Manufacturing Company of Hartford, Conn., which had the contract up to July 1 of this year for furnishing stamped envelopes and newspaper wrappers to the Postoffice Department, had paid $100,000 to Postmaster General Meyer in settlement of all claims of the government for damages which may have been sustained by the use of envelope paper inferior to the requirements of the contract.

In this connection the facts concerning the making of the stamped envelopes which are sold through the postoffices of the country are of much interest.

For thirty-three years—the manufacture was begun in 1874—these stamped envelopes were made by the Hartford company. Under the law the contract for this work must be let to the lowest bidder. Many attempts have been made to get the business away from the Hartford company by means of lower bids, but the company has been able to persuade the government that it would not be wise to intrust the work to inexperienced hands.

This year, however, a new company was organized for the purpose of getting the contract. Its bid was $162,000 less than that of the old company, and was accepted, although the new company had no plant. A plant was immediately built at Dayton, Ohio, and it has been turning out envelopes for several months.

Machinery and girls make these envelopes. Blank paper is fed into the envelope machine, which delivers it in the form of envelopes, printed, stamped, gummed, and counted into packages of twenty-five. Each machine turns out about 4,000 envelopes an hour. The boxes into which the envelopes are packed are also made by machines, which take in a sheet of cardboard at one end and deliver a complete box at the other.

The use of these stamped envelopes is steadily on the increase. When their manufacture was begun the output was not more than 200,000 a day. Now it takes an output of 5,000,000 for each working day to meet the demand. The output of 1906 was 1,500,000,000, a total more than double that of ten years ago. Two car loads of rag paper are turned into envelopes each day.

The introduction of improved machinery cut down the price of these envelopes nearly one-half. This reduced price obtained for a number of years, but of late years the cost of paper and labor has so advanced that the present price of envelopes is little less than it was a generation ago.

What effect the removal of this business to Ohio will have upon the general business of manufacturing envelopes is not clear. The present center is New England, where 85 per cent of all the envelopes used in the United States have hitherto been made. One reason for this is that this part of the country is a very large producer of fine white papers.

Anyway, for the first time since the government began the manufacture of stamped envelopes, these increasingly popular articles are being made elsewhere than in Hartford.

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."

A CHECK ON PHONE SERVICE.

A Large Demand Already Established for a New Telephone Register.

Philadelphia, the home of telephone service appliances, has produced another and important telephone adjunct in the form of a "Register" recording all connections made with outside parties, and one which does not register unless connection is made.

The Græber-Entrikin Manufacturing Company has been incorporated in Philadelphia, as makers of the "Invincible Cash Register Pay Station;" in addition, they manufacture telephone equipment and measured service toll devices of all kinds.

The particular device made by this firm, and something that will appeal to all dealers and office apliance agents, is the Phone Register, as illustrated herewith, and which is adver-

tised in this issue. This device is appealing to all business men, users of the telephone, who are desirous of ascertaining the exact usage their phones are put to, and is the only means now on the market that give such a service.

The device is a very practical one, simple in construction, and thoroughly "fool proof." By it one can keep a correct record of the telephone calls, and it does away with pencil and paper formerly used for such a record. The register does not register until one has obtained their party, and then only when they pull the lever down until the bell rings. It cannot be tampered with, and will register up to 1,000 and then returns to 0, or it can be set back to 0 at the end of a month or any other period.

The use of such a device will end all dis-

putes with the telephone companies or between offices and is indispensable where measured service is used. It is made with two styles of attachments, one for the desk and the other for the wall, and, although of considerable value to all users of the telephone, sells for the small sum of $1.25.

In addition to the Telephone Register, this same company is making and marketing a new telephone holder, which allows the telephone user to manipulate with both hands free, as shown in the accompanying illustration. This is a very simple affair, of vast value to those who are taking record from the phone and sells for $1.

The Graeber-Entrikin Manufacturing Co. are placing agencies with responsible dealers throughout the world, and will send samples to reliable parties. Their address is Keith's Theatre Building, Philadelphia, Pa., U. S. A.

TRUE INSPIRATION is embodied in the manufacture of our Typewriter Ribbons and Carbon Papers. The **reason** why, they constitute the

INCOMPARABLE LINE OF QUALITY

To keep step with progress sell this

Real Up-to-Date

line. Your profits will be **real** and your trade satisfied

Fine goods of **actual** quality can never be sold at cheap prices. The trashiest "stuff" on the market to-day are the **cheap** Typewriter Ribbons and Carbons.

Buy and sell "our line" backed by our guarantee and **remember the source** and your customers will derive **positive** satisfaction

MITTAG & VOLGER

[Incorporated]

SOLE MANUFACTURERS FOR THE TRADE

PRINCIPAL OFFICE AND FACTORY..... **PARK RIDGE. N. J., U. S. A.**

BRANCHES:

NEW YORK CITY, Stewart Bldg., 280 Broadway
CHICAGO, 200 Monroe Street
LONDON, 4 St. Paul's Churchyard
PARIS, 3 and 5 IM Passe Reille
ZURICH, J. G. Muggli
AMSTERDAM, Benier & Co.

You Have Been Looking For This

No. 1 Two-Fold Folding Machine as Operated by Hand.
(MOTOR ATTACHMENT WHEN DESIRED)

¶ This is a device that will fold your circular letters and office forms accurately and similarly, at a speed of from 5 to 8 times faster than they can be folded by **HAND,** and at a cost very considerably **LESS** than hand folding.

¶ These machines are made in two styles (see illustrations), specially designed for office use, are quickly adjusted, easily operated, and are run by hand power or motor power.

¶ They occupy little space, and can be placed on any stand, table or desk. They have stood the test in many lines of business. We guarantee them. They are handsomely and perfectly made.

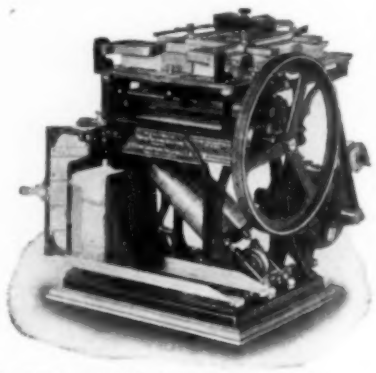
Automatic Circular
Letter Folding Machine

¶ They will fold thin, medium, heavy, smooth and rough papers. They will make one fold, two folds, double parallel folds, square folds and three folds. They accommodate papers in sizes ranging from 4" x 5" to 10" x 16". The folded circulars are stacked consecutively ready for insertion into the commonly used small and large envelopes.

¶ We invite correspondence with any one having quantities of circulars to fold. We make liberal offers to prospective users to thoroughly test machines that will save

TIME
LABOR
MONEY

¶ Ask for catalog.



No. 2 Three-Fold Folding Machine as Operated by Motor Attachment.
(HAND ATTACHMENT WHEN DESIRED)

MANUFACTURED ONLY BY

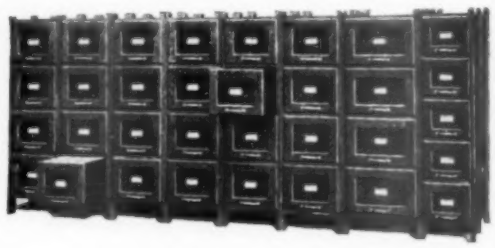
A. B. Dick Company, 161 W. Jackson Blvd., Chicago
47 Nassau St., New York City

MISSION STYLE FILES.

The Weiss Manufacturing Company, of Monroe, Mich., are producing an innovation that is sure to be popular and a large seller among the dealers and office appliance agents of the count. It is in applying the "mission" construction and finish idea to files and cabinets for office use.

The mission form of construction reduces the price substantially and at the same time the same efficiency is secured as produced in the regular type cabinet or file.

The company secured in the construction of the mission style is considerable, as the entire shell or cabinet in which the drawers are contained is an open framework, the drawers themselves furnishing the sides, front and back. Obviously the framework answers the same purpose as a solid woodwork.



A Six-Drawer Section.

The material used is stout seasoned oak, "weathered" finish. The drawers run on roller bearings and are equipped with patent locking follow block. The drawer pulls and label containers are of copper oxidized. The workmanship is of the higher class.

This new line includes a wide range, from the four-drawer vertical letter file to the small two-drawer legal files. The prices are remarkably low in comparison with the other type of construction.

The Weiss company recently purchased the Peninsular Sectional Book Cases and the plant at Ann Arbor where they are built. The company is now operating this new plant and also its Monroe, Mich., plant, which will produce the varied line of goods this firm is now so well known in producing.

From a very small beginning a few years ago, the Weiss concern has grown to be a factor in the office appliance and supply field.

WATERPROOF PAPER.

Operations That Are Gone Through in Parchmentizing.

United States Consul T. H. Morton, writing from Chemnitz, gives some interesting, valuable information regarding the waterproofing and parchmentizing of paper by the Germans, who have given the subject much study in the last few years.

One method of waterproofing paper and cardboard consists in treating the sheets with a hot mixture of asphalt, turpentine and linseed oil solution of glue. Another consists of saturating cellulose articles with a solution of rosin in a mixture of petroleum, linseed oil and paraffin. Solutions of varnish in linseed oil are also used.

Still another is by thoroughly soaking articles of paper or cellulose in a solution of rosin soap and then immersing them in a hot bath of zinc chloride, passed between rollers, after which they are well washed, dried in a hot room, treated with paraffin oil and then

run through a calender. The resultant products are strong, tough and pliable.

A waterproof pasteboard is secured by immersing sheets of ordinary paper in a bath of nitric acid or the solution of a nitrate, placing the sheets one on top of another and submitting them to heavy pressure.

Waterproof cardboard has been successfully manufactured by pressing tightly together freshly prepared sheets of the vegetable parchment before being dried.

The operations in parchmentizing paper, like those in tanning, are essentially chemical, and effect a remarkable change in physical properties. When carried out with partly diluted sulphuric acid (two parts acid of 60 degrees to one part water) sheets of pure cellulose paper are immersed for a few seconds in the liquid, then thoroughly washed in water, dipped in an alkaline solution (ammonia or sodium carbonate) and washed again.

This brief treatment suffices to bring about the following changes: The thickness of the paper decreases from 34 to 37 per cent. Its specific weight increases in the same ratio. The strength is tripled and even quadrupled. There is a notable increase in homogeneity and transparency. The product is unaffected by boiling water, i. e., is not softened and disintegrated, as is the case with ordinary paper, while it has an increased affinity for tinctorial substances.

INTERNATIONAL STAMP.

One Agreed Upon Recently Has Just Been Issued.

The new international stamp agreed upon at the Rome postal congress of 1906 has been issued for use beginning with the first of October. The stamp is really a coupon measuring approximately four inches by three. It has been designed by M. Eugene Grasset and engraved by M. E. Florian, both of Paris, who have been responsible for some of the best French stamps of recent years. The coupon is headed "Coupon-Response International."

The vignette on the stamp represents the figure of a goddess as a messenger of peace from one hemisphere to the other. Oddly enough the designer seems to have got his hemispheres switched and his messenger spanning the Pacific instead of the Atlantic. In the background are olive branches. The robes of the goddess are a bluish-gray fading in the background into a yellowish green. The olive branches are also of that color, making a harmonious blend. The stamp is printed in Switzerland. Immediately above the figure are the words in each case in the language of the country which issues the stamp.

This coupon can be exchanged for a stamp of the value of 5 cents or the equivalent of this amount in the countries which have accepted the agreement.

The coupon is really a kind of little postal order to bearer, to be exchanged for stamps so that anyone writing, say from America to Europe and wishing to send a stamp for reply can take advantage of it. It can also be used to remit small sums of money.

Five million stamps have been printed and each country will order several hundred thousands.

There are Points of Superiority In Viking Sectional Bookcases

Solid Substantial Sections, made of selected material, **with a top built in every** section, to add strength and protect the books. **Every section fitted with an** equalizing device, which is noiseless in operation, **and absolutely controls the door,** making it impossible for it to bind.

The Kind of Bookcase Your Trade Will Buy

We have a liberal, exclusive agency proposition to make to dealers. If you are in the market for sectional bookcases, **write us.** We will be pleased to have our **representative call on you** with a **sample case for your inspection.**

SKANDIA FURNITURE CO., Rockford, Ill.

ALL FIRST CLASS DEALERS KNOW DEARBORN CABINETS MAKE QUICK SALES

SAVE TIME, WORRY and ERRORS—IMPROVE QUALITY of WORK—THEREFORE SAVE MONEY

42 in. long, 24 in. deep, 38 in. high

Roll Curtain to Paper Cabinet

ARE Sold around the **WORLD** Universally known as the **BEST**

Notice how **COPY HOLDERS** are placed in direct line of vision, enabling operator to sit up straight. **Saves** fully 45 per cent of **Time. Worry** and **Errors.** A place for **everything,** everything in **its place.** Solid Golden Oak, **guaranteed** the most complete Typewriter Cabinet ever sold anywhere near the price. We ship responsible parties on approval, to be returned **at our expense** if not satisfactory. What more can we offer!

46 in. long, 31 in. deep, 45½ high

No. 5 Dearborn Junior Cabinet HUNDREDS OF TYPEWRITER AND OFFICE FURNITURE DEALERS HANDLE THEM. IF YOURS DOES NOT, WRITE DIRECT TO US **No. 1 Dearborn Special Cabinet**

$13.00 DELIVERED

DEARBORN DESK COMPANY
ALEXANDER A. SAMUEL, GENERAL MANAGER
308 Fisher Building CHICAGO, U. S. A.
NEW CATALOGUE FREE

$30.00 DELIVERED

Burckhart's Everlasting Index Tabs

Made in four sizes and various headings. Our adjustable tabs are made of Spring German Silver and Index Letters covered with transparent celluloid, having the appearance of polished inlaid ivory. Practically indestructible and the tightest gripping tabs made. No pasting or erasing to our **Writing Tabs with Removable Cards.** We also make **Metal Gum Tabs,** same sizes and headings, at about half price of adjustable tabs. Sample Tab 5c. Circulars free.

CHICAGO BUSINESS SYSTEM CO., 100 E. Van Buren St., Chicago, Ill.

The Best Work In the Easiest Way

is done by "Tec" Drawing Instruments. First, because they are made according to the dictates of the best modern drafting-room practice by the highest skilled workmen and of the best obtainable material. Second, because, in addition to the foregoing, our patent devices make it possible for a draftsman to do much more rapid work and in a much easier way, without sacrificing anything to accuracy and neatness, than with any other instrument made. We carry in stock a sufficient assortment in range of price and quality to meet every purpose and requirement. Every instrument is subjected to the most searching examination and tests for strength, precision, and wear before leaving our factory.

TEC Reg. Pat. U. S. Off.

"Remember The Mark"

"Tec" Drawing Materials

"Tec" drawing paper, blue and brown print papers and cloths, and tracing papers, and general drafting-room equipment are made with the same idea in view as our "Tec" Instruments. Clean, well-equipped factories, skilled workmen, and the highest grade materials are combined in their manufacture. We can honestly recommend them to any one for their practicality, durability, and for the accomplishment of all around good results. When buying *practical* drawing materials *remember the "Tec" Mark.*

Technical Supply Co.

46 East 14th Street

NEW YORK

WHAT TIME WAS IT? "HOGGSON" TIME STAMPS TELL

If you are depending upon "Tom" or "Bill" to SCRATCH DOWN the TIME with chalk or charcoal, you are traveling in the stage coach. Use a TIME STAMP and KNOW. They conclusively settle all disputes. Be sure to get a stamp that plainly prints the CORRECT TIME legibly on ANY SMOOTH SURFACE the hand can reach.

"HOGGSON'S DOES IT."

Times Every Act, Operation or Transaction, Receipt or Delivery of Mail, Telegrams, Phones, Orders, etc. Keeping track of Time and Labor for Cost Systems. In successful use for over eight years by some of the largest concerns in this and other countries. Booklet for Postal. AGENTS WANTED.

S. H. HOGGSON & CO., 106-108 Fulton St., N. Y.

The "Independent," "Juco" and "Vulcan" STYLOGRAPHIC and FOUNTAIN PENS

STYLOGRAPHICS RETAIL AT 75 cents AND UP

FOUNTAIN PENS RETAIL AT $1.00 AND UP

Our "BABY VULCAN" STYLOGRAPHIC. Cut shows exact Size; can be carried in any Pocket in any Position.

CATALOGUES AND DISCOUNTS FURNISHED ON APPLICATION. WE SOLICIT CORRESPONDENCE.

(Established 1884) **J. M. ULLRICH & CO., Manufacturers, 27 Thames Street, New York City, New York**

AN OLD TYPEWRITER MAN CLIMBING.

Most of us, when we have our pictures taken are usually acquainted with the use to which the photos might be made, but in the case of Mr. W. Burnham of Central Park, Long Island, he was not aware that a photograph taken some years ago might appear in duplication in this magazine years later. However, we learned something of the former and present connections of our friend and report them for the benefit of his many acquaintances.

W. BURNHAM.

Mr. Burnham started in the typewriter business some thirty-two years ago, as an employe in the Remington factory, learning the business from the ground up. He was a member of the Second New York Regiment Volunteers during the Spanish-American war. Later he was an inspector in the London, England, offices of the Remington company, and then with the same company in New York, Philadelphia and Boston.

In 1901 he was proprietor of the Louisville Typewriter Exchange, and three years later want into the wholesale business for himself.

Rated as a first-class typewriter repair man and thorough mechanic, he started as a manufacturer of typewriter covers at Central Park, L. I., New York, which was really the continuation of the same business started in Boston in 1900, which is now one of the largest of its kind in the world, having some twelve employes steadily engaged and a large force of outside help on the special sewing and manufacturing of cloth and composition covers for typewriters, adding machines and the like.

Mr. Burnham owes his success to his ability to please, his thorough understanding of his business and its wants.

Our correspondent who visited the plant of Mr. Burnham was astonished to find that so small an article as a typewriter cover gave room to such an extensive business, and one order for 15,000 covers was being executed at the time.

Mr. Burnham has been an advertiser of this paper for many months, and we understand that business has resulted therefrom, bringing

orders from almost every country on the globe where typewriters are used.

In a recent interview, he expressed himself as of the opinion that he might be compelled to remove his manufacturing headquarters to some other more convenient city, and seriously considered Ilion, N. Y., as the most likely place for his new move.

MR. MANNING OF DALLAS.

One of the oldest and most successful typewriter men in the southwest, Mr. W. W. Manning, of Dallas, Tex., has again entered

the typewriter field after an absence of about four years. Mr. Manning took the dealership of the Remington typewriter in 1890 when the sale of that machine in Texas, which teritory was assigned to the firm of Merchant & Manning, averaged less than ten machines a month. During the twelve or fourteen years this dealership existed the sale of the machine was pushed up to an average of nearly one hundred a month. The Remington discontinued the dealership opening a branch office in Dallas, about 1902, 1903. Mr. Manning then retired from the typewriter business, but has kept his eye on the development of machines during the four years. He knows the typewriter proposition from the position of a salesman, an expert repairer, a manager, and an operator, he having spent a number of years as a court reporter.

Mr. Manning recently visited the factory of the Secor Typewriter Company at Derby, Conn., and made a thorough examination of the new Secor Visible Writing and Billing Machine, following it through all the departments of manufacture. He not only saw how extremely well made it is, but marveled at its simplicity, its wonderful promise of durability, and its extraordinary versatility. He contracted for the state of Texas, and although his supply of machines for a time must be restricted by reason of the unprecedented demand being made on the factory, he will soon be into the field with his old time vigor and push. Mr. Manning is so well and favorably known all over Texas, that his friends will be delighted to know of his re-entry into the field with a machine with which he confidently expects to far out-distance his previous successes.

ASK WEEKS FOR IT

Have been furnishing Stationers and Dealers with their Supplies and Specialties since 1867—40 years—and did it so thoroughly and conscientiously that the first thought entering the mind of a stationer when he wants "anything" is to—"Ask Weeks for it!"

A. A. Weeks Manufacturing Dept.

of A. A. Weeks-Hoskins Co.

11 Gold Street :: New York, U. S. A.

It will be appreciated if you mention "OFFICE APPLIANCES" when writing to A. A. Weeks Mfg. Co.

DOMESTIC OPPORTUNITIES

(By Special Correspondence.)

In addition to the "Retail Trade Apportunities"—a special feature of this journal presented monthly in another portion of this issue—the following Trade Prospects are presented for the benefit of our readers.

Most of these notices are the result of correspondence with the parties named, and are not "reprinted" from other publications. Each inquiry is worthy of the best attention from the sales manager of all companies desirous of building up their trade.

McAlester, I. T.

The McAlester Office Supply Company, with T. R. Valliant as manager, has been organized in this city, and is desirous of making connections with manufacturers of office devices, supplies and specialties. At present are handling the Underwood typewriter, Shaw-Walker filing devices and will put on other lines as acquired. This company maintains salesmen on the road.

Birmingham, Ala.

The Commercial Printing Company of Birmingham will put in a line of commercial stationery, and are open for agencies for specialties and supplies.

Newark, N. J.

The Coleman National Business College, with Annie S. Disbrow of 45 Academy street, Newark, as one of the incorporators, will conduct a school for typewriting and business appliances. Capital, $10,000.

Fort Wayne, Ind.

The Fort Wayne Typewriter Exchange recently established in the city will be glad to receive catalogues from manufacturers. They are now making a specialty of handling second-hand machines and will take over other specialties as acquired.

Mobile, Ala.

The Mobile Office Equipment Company, with an office at 58 Dauphin street, Mobile, Ala., are open to consider agencies for office devices and specialties. At the present time they are handling the Oliver typewriter, Macey bookcases, Y. & E. filing devices, the Neostyle duplicator and other supplies.

FOREIGN OPPORTUNITIES

(By Special Correspondence.)

Berlin, Germany.

Benno Knecht, Dessauerstr. I., Berlin, S. W. 11, Germany, now handling adding machines, will be pleased to receive offers from others seeking an agency in this country, or from those who are making a high-grade office appliance or specialty.

Melbourne, Australia.

Peacock Brothers, one of the leading firms in the office appliance field in Australia, and now making a specialty of Fisher book typewriters, the Underwood typewriter, the Millionaire calculating machine and other appliances, are always ready to consider the agency for live specialties and appliances covering the Australian territory.

Mr. Office Appliance Dealer

EVERYWHERE

Here's a proposition that will interest you:

Typewriter Ribbons $24.00 the Gross,

any color, for all machines, including Rapid Roller as well as Oliver, Hammond and other narrow edge ribbons. That's 16⅔ cents each for just as good (more often better) ribbons than you've been buying for about twice that amount.

Bi-Chrome Ribbons, $2.50 Per Dozen
Tri-Chrome Ribbons, $2.75 Per Dozen

Considerably less than what you have been paying and they are better ribbons too. Fill out coupon below and test them yourself.

How Can I Make These Prices?

Well, you see, I own a big factory and sell to dealers solely by mail. I employ no expensive traveling men and pay no costly rents. Uncle Sam is my only salesman and he charges but 2c for each call he makes. I have a better equipment than most ribbon makers, every appliance is the latest and most modern.

I use the best material that money can buy, better than used by most manufacturers.

My ribbons are fully guaranteed. They won't smut, they won't fill the type, they are not affected by atmospheric changes and because I use such good material as a base they are *extra durable*. If not satisfactory in every single respect return the goods and your money back, instantly.

Do these propositions "look good" to you?

Why not put me to the test NOW?

M. M. ROTHSCHILD, N. W. CORNER FIFTH AVENUE AND WASHINGTON ST., CHICAGO, U.S.A.

TRIAL ORDER

M. M. ROTHSCHILD, N. W. Cor. Washington St. and Fifth Ave, Chicago, U. S. A.

Dear Sir:

Having never used your TYPEWRITER RIBBONS we should like to give same a trial. You may send us "on approval" the following Ribbons for which we will pay $2.00 per dozen, if after a trial we find them equal in every respect to the best we have ever bought. If not satisfactory same will be returned at your expense.

QUANTITY	MAKE MACHINE	COLOR	RECORD OR COPYING
DOZ.			
DOZ.			
DOZ.			
DOZ.			
DOZ.			
DOZ.			

Name..... *Address*.....

Ship by..... *City and State*.....

Colon, Panama.

The American consul at Colon, Panama, wants catalogues on cash registers, office furniture, labor saving devices, adding machines, typewriters, time recorders and office specialties and supplies.

Bruxelles, Belgium.

A respectable firm in this country desires the agency for a typewriter and office supplies and other devices. Address C. H., 25 Agence Havas, Bruxelles, Belgium.

London, England.

The Rockwell-Wabash Company, Ltd., well and favorably known throughout the British empire, with offices at 69 Milton street, London, E. C., are in the market for American appliances and specialties.

This firm is specially equipped and experienced in dealing with America, due to past American connections, and stand very high in the English market.

* * *

Gordon Cressy & Company, printers and stationers at 28 Martin's Lane, Cannon street, London, E. C., England, have written American agents who recommend the house, in search of American devices and specialties for sale in London. Gordon Cressy himself is an experienced typewriter man, and is now making a specialty of office supplies.

Manchester, England.

Alfred J. McIntosh, 267 Deansgate, Manchester, England, is desirous of representing manufacturers of office specialties and devices in England, particularly ribbons, carbons, typewriters, adding machines and the like.

Athens, Greece.

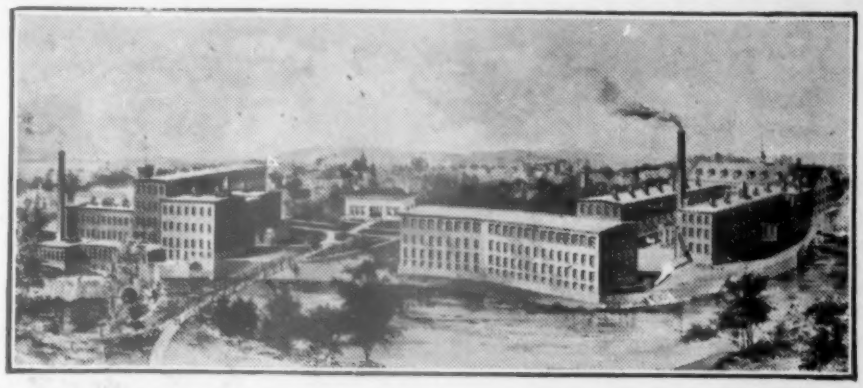
J. M. Schapira, 10 rue Colokotroni 10, Athens, Greece, requests a connection with manufacturers of office specialties and devices. Mr. Schapira has been 15 years representing American houses in the Levant and refers to the Albemarle Paper Co. of Richmond, Va.

TYPEWRITER ATTACHMENT.

Eugene T. Hills' Invention is to be Put on the Market.

Eugene T. Hills, son of Lewis S. Hills, of Salt Lake City, has perfected an invention of a typewriter attachment that is said to possess unusual merits and to be of material assistance to typists in work with typewriters operating under what is termed the "shift key" system. The invention is a foot attachment which operates the "shift key" of the typewriter whenever capital letters or figures are required in the manuscript. The ordinary operation is to compress the shift key with the little finger of either hand, requiring time and extra effort. The model of Mr. Hills' invention has been in successful use in the surveyor-general's office in this city for six months or more with marked success.

A company has been formed to manufacture this device locally and its articles of incorporation were filed yesterday in the county clerk's office. The capital stock is $100,000, in shares of $100 each. The following are the officers of the Hills Manufacturing Company: Lewis S. Hills, president; Eugene T. Hills, vice president; Edgar S. Hills, secretary and treasurer.



Where Weston's Linen Record Paper is made—at Dalton, Mass.

It is hardly an exaggeration to say that more financial records and accounts — both in bound book and loose leaf form—are recorded on Weston's Linen Ledger Paper than on any other high grade paper. For more than forty years this paper has been the choice both of the user and the maker of books of account.

Look at the picture above—"The Home of Weston's Linen Record." Situated in the heart of the paper making world, surrounded by ideal conditions of beauty and health, and resting on a foundation of over 40 years of experience,—is it any wonder that this line should rank—as it does—**The Best Linen Ledger Paper Made?**

Our papers are guaranteed to give satisfaction. They are made in **White—Blue** and **Buff**—with a body that is superbly strong and perfect as to surface and finish.

The only thing to which you can compare a sheet of Weston's Linen Ledger Paper is to another sheet of the same make — Any other comparison is quite illogical.

Byron Weston Company
Dalton - - - Mass.

TRADE OPPORTUNITIES

(By Special Correspondence.)

Brisbane, Australia.

A. C. McDougall, of Brisbane, the Australian representative of the Smith Premier Typewriter Co., was a visitor in New York and Chicago during October, visiting the business show at Madison Square Garden and also the publishers of this paper at their home offices.

Mr. McDougall was surprised to find how quickly the money rolls from one's pocket as compared to the manner it is handled in his home country.

Mexico, Mex.

Mr. J. M. Leonard, of Mosler, Bowen & Cook, of the City of Mexico, the largest office appliance dealers in the country was a visitor at the National Business Show.

Frankfurt-a-Main, Germany.

A communication from Adlerwerke vorm. Heinrich Kleyer Aktiengessellschaft, advise us that at the recent business show in Berlin the "Adler" Typewriter, manufactured by them, won first, second and third prizes in the Typewriting Contest for Military Operators.

San Salvador.

Consul-General S. E. Magill, of San Salvador, advises us that typewriters of American make are the only ones found in this republic. The retail price varies from $200 to $250 silver, per machine. A gold dollar is worth at the present time $2.50 in this country. The gold selling price is from $80 to $100. The duty at the present time is about $20 per machine. There are several good business cities in the republic—Santa Ana, San Minguel, Sonsonate, Santa Tecla and the Ahuachapan, with the capital, San Salvador, as a center.

There is no school of instruction in shorthand in this country, thus making the supply of stenographers far behind the demand, and most merchants use the typewriter themselves, not engaging special operators for the purpose.

The consul advises that there is but one good repairer here, and his prices are extortionate. An experienced man could make good business in this line.

Chili.

A report from Consul A. A. Winslow, at Valparaiso, Chili, states that the demand for cash registers, typewriters, supplies, adding machines and up-to-date appliances is growing greater than ever, caused largely by the great advance in wages demanded by clerks and office help.

Italy.

According to a recent issue of the British Board of Trade Journal, an experienced firm of Italian merchants states that although the United States has taken hold on the Florence market with their typewriting machines, in the face of little or no competition, yet as local consumption is increasing very fast and typewriting is gaining favor with the public and is expected to come into general use, British firms might do some business with small machines at the price of, say, $50.

"A LEADER FOR YEARS AND A LEADER TO-DAY AS WELL"

"COBWEB" "SATIN FINISH" "GOLD SEAL" **CARBON** **PAPER—As well as my many other good brands**

are known the world over where typewriters are used. So are

"SATIN FINISH" and "GOLD SEAL" RIBBONS

UNEQUALED QUALITY

always the same in high standard to-day—yesterday—to-morrow has won for these goods their place.

LITTLE'S CARBONS

are sold by dealers in all parts of the business world, with Distributing Offices in

CHICAGO NEW YORK PHILADELPHIA
PITTSBURG LONDON, England CLEVELAND
WASHINGTON, D. C.

The New York Office is a spacious ground floor store at

237 Broadway, Corner of Reade Street

the largest, finest and best equipped office in the world devoted solely to Typewriter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

A. P. LITTLE, Main Office and Factory, Rochester, N. Y., U. S. A.

United Kingdom.

Vice-Consul A. F. Phillips, of Cardiff, Wales, writes that there is a god demand throughout Wales for writing machines and other office devices. At Cardiff, which has a population of 190,000 and a seaport, much correspondence is carried on, and of such a nature that writing machines are really necessary; however, the pen is largely used today, and these users are all possible buyers of the writing machine.

MR. LEO H. M'CALL.

Treasurer of the Royal Typewriter Company.

A thorough knowledge of financial matters, and a practical insight into the mysteries of Wall Street should be qualifications that would eminently adapt one to act as treasurer to a large and growing organization. Mr. Leo B. McCall, who has recently accepted the po-

LEO. H. M'CALL.

sition of treasurer to the Royal Typewriter Company, comes to this important position gifted with considerable experience in the monied markets of the east. For one and a half years he was Assistant National Bank Examiner. On leaving this responsible position he became assistant secretary of the Bankers' Trust Company of Wall Street, leaving this to become assistant cashier to the Central National Bank. The great future before the Royal Typewriter Company proved so alluring, and his confidence in its ultimate success was so great, that he resigned his position with the Central National Bank to accept the treasurership of the Royal Typewriter Company. Backed with unlimited capital, and with the best mechanics that money can secure, the two models of the Royal Typewriter will soon create for themselves a host of friends among the business community. Mr. McCall speaks more than hopefully of the prospects, and prophesies that when the new factory, which is now in course of erection at Hartford, is finished, the Royal will start on a career of good work and utility, which will soon place it in the front rank of first-class writing machines, and more than justify the good opinion held of it by Mr. McCall, Mr. Alan Ryan, and his associates.

"Finest on Earth"

MORTON'S OIL

Sold Wherever Typewriters Are Used

Careful Attention Given to Export Orders

Why not buy Typewriter Oil direct from the makers? We furnish dealers with any quantity from a single dozen on up. We put dealer's imprint on labels free in gross lots and SHIP PROMPTLY. Sample and prices upon application.

Morton Manufacturing Co.

MANUFACTURING CHEMISTS

LOUISVILLE, KENTUCKY, U. S. A.

(Patent Allowed)

The "Redwell" Typewriter Cushion and Fastener

Combined, reduces noise 50 per cent.
Fastens machine to desk securely.
Permits instant removal when desired.

Desk and Furniture Dealers

Stop drilling holes in your desks.
Use **Redwell Fasteners**; they require only a small wood screw.

Typewriter Manufacturers

Stop using cabinet screws.
Stop buckling side plates.
Stop injuring enamel on side plates.
Stop noises.
Provide **Redwell Fasteners**.

Typewriter Supply Dealers

Advocate and sell **Redwell Fasteners**.
They are money makers; they bring re-orders.

Typewriter Salesmen

Stop losing sales because of annoying noises.
Use **Redwell Fasteners**, a modern device.
Get your trial machine on operator's desk by using **Redwell Fasteners**.
No objection made; no drilling of holes required.

Typewriter Repairmen

Recommend **Redwell Fasteners**.
Save time and annoyance in removing machines to make repairs.

Price $1.00 Per Set
Liberal discounts to trade

Manufactured by

Madewell Supply Co.

Typewriter Specialties

Main Office, 222 Broadway
NEW YORK

Factory, Harrison, N. J.

ALBERT L. STONE PASSES AWAY.

Just as we are going to press, we learn, through relatives, that one of the most active typewriter managers of the younger generation, had passed to the great beyond, without any warning or notice of illness.

Mr. Albert L. Stone is well known in por-

ALBERT L. STONE.

tions of the United States, and particularly in San Francisco and along the coast towns, including the northwest, where he had many acquaintances, having been for years connexted with the L. & M. Alexander Brothers, former agents for the Smith-Premier Typewriter Company.

Some few years ago Mr. Stone was made metropolitan or local London manager for the Monarch Typewriter, where he was very successful, and his abilities promised to advance him rapidly along the line. We well remember his very marked salesmanship and realize that the passing away of so able a young man will be felt by those who knew him and had learned to admire him.

We understand that Mr. Stone was quite an athlete and was a member of the Olympic Club of London. His parents, Mr. and Mrs. W. A. Stone, of San Francisco, received a cablegram on October 23d, advising them of the death of their son. He also leaves another brother in San Francisco.

FOR THE LAND SAKES!!!!!!

"E. C. Thurnau, who is credited with having been the prime mover in the publishing of 'Office Apliances,' the Chicago trade paper, has discarded that magazine as a vehicle for his conceded originality and clever initiative and will start anew under a different name. Wesley Stinger, who has done the editorial work on the first effort, will continue with Mr. Thurnau in the same capacity, another reason for the conclusion of its supporters that the new Chicago publication will present numerous atractive features. Topics is in thorough accord with any movement promising benefits to the industry, and we unselfishly wish success to any office equipment magazine, the owners of which will conduct it on principles broad enough to avoid personal aggrandizement and entangling alliances. We welcome our new contemporary."—From Wursts Magazine.

Our Watchwords are

WHOLESALE ONLY

Wholesalers, who retail, are, to all intents and purposes simply retailers. They wholesale to **you** and retail to **your** Customers. We do nothing of the kind, but protect your interests for

WE SELL TO THE TRADE ONLY.

Note this fact, and when you next want machines order

RAMER'S Ready-to-sell Typewriters

All makes, Rebuilt from the frame up and guaranteed.

Wholesale Typewriter Company
108-110 Duane Street New York City

"Slot" Pencil Sharpener

15c

Any Bevel or Length of Point, on Any Kind of Pencil or Crayon.

Hardened, tempered, razor Steel. Simplest, strongest and most effective sharpener ever made. No soiled fingers. Can be carried loose in pocket. Weighs ½ oz. Nickeled sample mailed for 15 cts. or 3 2-c. stamps. Every sharpener guaranteed. We want every stationer to handle this device. Each dozen mounted on attractive display card. Send for trade price list. Special introductory offer. Agents wanted.

ABLE & WILLING MFG. CO., Lock Box 985, Phila., Pa.

WANTED!

REPRESENTATIVES IN ALL PARTS OF THE WORLD TO SOLICIT SUBSCRIPTIONS FOR "OFFICE APPLIANCES"

We Pay Liberal

SUBSCRIPTIONS	DOMESTIC	FOREIGN
1 Year	$ 1.50	$ 2.00
5 Years	5.00	7.50
10 or more at one time	10.00	15.00

THE COMMISSION TO YOU IS 33⅓ PER CENT

SEND COMMUNICATIONS TO

THE OFFICE APPLIANCE COMPANY

503 Dearborn Street, CHICAGO, U. S. A.

UNDERWOOD
ODORLESS
Typewriter Oil
Pure Gumless
Colorless.
Underwood Typewriter Co.
New York and Anywhere.

Fox TYPEWRITER OIL
PURE GUMLESS
Fox Typewriter Co.
LIMITED
Grand Rapids, Mich.
U. S. A.

MORTON'S
ODORLESS
TYPEWRITER OIL
Pure Gumless
MORTON MFG. CO.
LOUISVILLE, KY.
U. S. A.

Stearns
VISIBLE TYPEWRITER
ODORLESS
TYPEWRITER OIL
PURE GUMLESS
E. C. STEARNS & CO.
SYRACUSE, N. Y., U. S. A.

NOREMAC
Typewriter Oil
Pure Gumless
Cameron, Amberg & Co.
71 and 73 Lake Street,
CHICAGO, ILL.

Little Things Made Big.

How well can we remember—that is, those who were doing business in 1890 or so, what a terrible odor there was when we opened the oil can or oil bottle to ease up the squeak of our typewriter, sewing machine or other piece of fine machinery. Fish head oil was, at one time the popular grade oil used by the manufacturers, but along in 1896 there appeared a young man in New York who introduced a new odorless oil, absolutely without color or tint and lacking the sticky appearance and rank smell of the oils then in use.

Some may recall the gentleman who introduced such an oil, and the manner in which he presented himself by card—using the back of his head as sufficient picture for identity, a means later taken up by the celebrated Tom Murray in Chicago, this was "Jack Morton," the original introducer of Morton's Odorless Oil, for typewriters, adding machines and all fine machinery.

The mere fact that this oil has no color, no odor and will not gum, it became quite popular and is today one of the best known products handled by the office appliance trade, and is now the "Standard of the World." The rapid popularity of this oil is one of surprises of both the dealer and the maker.

The present manufacturers of this oil, the Morton Manufacturing Company, of Louisville, Ky., are sending their goods to every known country on the globe, or where fine machinery is used, and the heaviest users of fine oils are being supplied by this firm.

As an indication of the popularity of the oil, and the wide distribution made by the makers, a few sample or specimen labels are shown on this page and a perusal of the catalogue of this firm, which is sent for the asking to all interested, will prove that the best houses in the business are securing this line of oil for their machines.

The Morton Manufacturing Company furnish these labels without cost to the purchasers of oil in single gross lots, which is an exceedingly good advertisement and a sure way to build up a good trade for one's own line of goods.

KEYES
HIGHEST GRADE
WILL NOT GUM OR CLOG
THE STATIONER
18 MILK STREET BOSTON
IMPERIAL
TYPEWRITER OIL

ODORLESS
TYPEWRITER OIL
15 CENTS
Telegraphers Typewriter Co.
409 Rialto Bldg., Chicago.
HARRISON 4328
AUTOMATIC 8427

ODORLESS GUMLESS
Fetter
PURE
TYPEWRITER OIL

"Baer Brand Typewriter Oil"
EVERYTHING FOR YOUR OFFICE
BAERS'
CANTON, OHIO

It is to Laugh.

KEY PUNCHERS GO THE LIMIT.

Bouts Pulled Off at the Garden Business Show—The Ribbons Hammered to a Frazzle by Fifteen Sturdy Typists, Seven of Them Women—Quick Getaways and Clever Finger Word Noted—The Winners.

The heavyweight championship of the world on the twenty pound typewriter, straight Marquis of Queensberry rules and no hitting in the clinches, was decided last night at the Business Show in Madison Square Garden.

The preliminary bouts had all been pulled off on Tuesday and Wednesday night in the concert hall of the Garden, a large circle of local sports from Wall Street offices lending tone to the occasion by their presence. As a result of the trial goes, fifteen entrants for the final championship were selected and last night the blue typewriter ribbons bled at every pore under the terrific pounding. No such sporting event has been pulled off under the eyes of the police in this city since Jim Jeffries broke Mr. Thomas Sharkey's kidney down at Coney Island.

Although the final event had been announced by the managers of the Business Show as an international championship there were no Japanese or Armenian entrants. One of the typists admitted that she came from The Bronx and there were Japanese and Brazilian flags in the decorations about the ring. So after all the contest partook largely of an international event.

J. N. Kimball, who is the head professor in a commercial school and who has a quick eye for strangle holds and fouls in the manipulation of the typewriter, appeared as the referee. When he stepped on to the platform he held in his hands several telegraph slips which later he said were challenges from James Edward Britt and Joseph Aloysius Gans. In the excitement of the minute he forgot to read them.

"Lad-ies and ge-e-ents," said Prof. Kimball, holding up his hand for order. "With the consent of the principals I have been chosen to ref-

A Humorous Side to the Recent International Typewriting Contest.

Note.—The following article appeared in the New York Sun, on the morning following the Final event in the "International Typewriting Contest for Speed and Accuracy." Issue of Friday, Oct. 18:

eree for this event. This is to be a straight go, no laying down and no fake. The first one I catch fouling his typewriter below the ribbon goes out."

The seven lady key sluggers and eight gents who had qualified for the final bout looked in the pink of condition. One of the lady artists seemed a bit over trained, but that aspect might have been induced by the reflection of the yellow ribbon at her throat. All of the gentlemen professionals stripped to their waistcoats and rolled up the sleeves of their jabbing arms so as to get the full play of their weight in close swings.

"This is to go one hour without time rung," shouted Announcer Prof. Kimball. "All fouls to count off five in the final reckoning of points. Are you re-ady?

"Let her go!"

At the professor's words all fifteen of the championship classers swung into the game with strong right arm jabs at the traveling carriages. They each had their copy at their sides, pages and pages of stock reports and financial dope.

"Peanuts are running stronger now that the frost has not nipped the Virginia fields," was the feint from the shoulder that Miss Rose L. Fritz led off with. "Chicago reports have it that E. H.—E. H.—E. H. ("Break away, there, in that clinch") Harriman has been out on a fishing excursions and that he brought home the goods. His catch of suck—suck"—(here Miss Fritz was seen to quickstep to one side and her face blanched) "suckers is said to be the largest that Illinois has seen for some time."

Miss Lillian V. Bruorton took a half hitch in her pompadour with her left and then waded right into her opponents. It became speedily evident that Miss Bruorton was particularly quick in the getaway and that her finger work was the cleverest that has been seen in any typewriting ring for many days.

"Since the shipments of elephant hide have dropped off of late, it cannot be said that the bears control the tanned leather market," was the first good one that Miss Bruorton landed on the typewriter. She quickly got her left into action and continued to play for the machine's wind.

"But because the farmers have got in their hay up-state and the groundhog has been noticed preparing his winter house for the regular winter hops—no telling what effect the sudden rise in kale will have upon certain vested interests on Broad street."

The crowd got to its feet when it saw the masterful way Miss Bruorton was putting them over in rapid jabs.

Mrs. F. G. Mohr, who was playing a sure safe game, depending on wearing her opponent down, suddenly landed a stiff uppercut on the point of lower case j and her machine took the count. Two typewriter doctors who had been hovering around the ringside with their little black bags immediately jumped to the rescus of the thoroughly down and out machine. Before they could have the j on its pins again the count had been taken and Mrs. Mohr's machine was declared out. She had to dive into another one right off the handle.

So the battles were waged for all of one hour. Then at the expiration of the sixtieth minute Referee Kimball called time. Instantly every key was left to limp to its corner, and the ladies and gents who had been doing the slugging awaited the result of the judges' decision on points.

Miss Rose L. Fritz, who had proved to be so handy with her dukes, was declared the winner of the world's championship and the cup was hers until next year some one goes her better than the average of eighty-seven words a minute. H. O. Blaisdale won the first cash prize of $200. Emil A. Trefzger scored third and Miss W. May Mathews came in for fourth money.

"The Royal Flush."

SHOWING "THE HAND" BEHIND THE ROYAL TYPEWRITER CO.

EXTRAVAGANCE.

"If the government wants to save money and a lot of it, I don't see why they don't economize a little on the quality of envelopes and even somewhat on the sort of paper they use," said an old Washington newspaper man, speaking to a Star reporter this week. "Of courst it is all very nice to get government pamphlets in high-grade envelopes and to be sure that every piece of government printing you are going to look at will be the very highest class of work, printed on the best paper obtainable. But we all know that when we are buying stationery, we buy it for specific purposes and do not bull the paper market regardless of expense. Take my own case. I am in the Congressional directory along with about 120 other correspondents. I get about everything that is turned out by the government printing office. I certainly average half a dozen pamphlets and publications of one sort and another every day. Some of them I throw away, but most of them I at least want to look over. But not only are all of them printed on the very highest grade of paper, but they come in manila envelopes as a rule made out of the highest grade and most expensive paper of that sort that can be bought. The daily Postoffice and the daily Weather Bureau reports are about the only ones that use cheap envelopes. The others, especially the big envelopes, must cost a cent apiece. Now when you think of the amount of money that is thrown away simply on the correspondents' list in Washington and add to this the waste that is going on every day all over the country, it is a wonder to me that there is any surplus in the treasury at the end of the year at all. Of course, the paper contractors fatten on this sort of thing, but how long would that sort of extravagance be allowed to continue in any private business house?"—Washington Star.

OLIVER COMPANY DENIED INJUNCTION.

Typewriting Company Loses Injunction Case Against its Rival. Court Suggests Examination of Witnesses.

Judge George W. Ray, sitting in the United States Circuit Court for the Northern District of New York, at Utica, has handed down a decision in the case of the Oliver Typewriter Company against the American Writing Machine Company.

The action was brought by the Oliver Typewriter Co. for unfair competition in trade, alleging that the defendant conspired with the so-called "typewriter trust" to injure its business and ruin its trade by buying the plaintiffs writing machines, advertising them as "cheap" and selling them below cost.

An application for an injunction in behalf of the Oliver Company was argued at length before Judge Ray some weeks ago, and the opinion of the court reviews the facts and denies the motion for an injunction.

Printed matter and catalogues of the defendant company were produced in court showing that they used the term "cheap" in describing some makes of writing machines, to which the plaintiff took exception. Since suit was instituted the defendant company has altered their printed matter, eliminating the alleged damaging description of their machines, so that the court held there was no further damage to be done the plaintiff, if any had already been accomplished, and with the plaintiff correcting the objectionable catalogue expressions, so far as the Oliver was concerned, this company were inclined, for the present at least, to have the case dismissed, if the same can be accomplished without prejudice to the Oliver company.

The court contended that sufficient evidence had not been brought before him to warrant a temporary injunction, but the court suggested that the witnesses be examined and further evidence submitted, after which the court would be able to satisfactorily pass upon the case.

In the judge's review of the case, it is clearly brought out that the United States Circuit Court is or would be inclined to pass upon the question of fair and unfair competition, and should such a case as that brought by the Oliver Company be decided, it might create a precedent in establishing this great commercial point of law.

Naturaly, the Oliver company takes the denial of a temporay injunction as a "Scotch Verdict" and feel that they could and may carry the case further, but are inclined to lay the matter over, now that the defendants have corrected their statements, reserving the right to re-enter the suit at a later date should they feel so inclined or feel justified.

THIS WE PROMISE!!

To give our readers the most service for the least money; to follow the "surprises" of the past with features of interest that go to making a "live" trade paper.

Office Appliances

You Can't Plant Tin Cans

and expeet to pick tomatoes.

Neither Can You Handle

Poor Carbon Paper

and expect to find a

HARVEST

OF

MONEY

Therefore—

LISTEN—MR. DEALER

The only reason you sell carbon paper at all is that you want to make a profit on it. There are a great many brands of carbon paper on the market to-day, and lots of them are shoved out principally because of good salesmanship which is made to take the place of what the carbon paper lacks in quality, durability,etc.

Such Carbon Paper is NOT Profitable to Sell

The way to build up a profitable carbon paper business is to sell a line which *pleases the consumer* and brings you *repeat orders.*

You never will build up a big Carbon Paper Department unless your old customers send you repeat orders of their own accord—without more than the Initial Sales Effort.

If you lose an old customer every time you make a new one, you'll always be where you started, just *a mere beginner.* No man can build a house very high if somebody takes bricks off the bottom of the foundation as fast as he lays them at the top.

WE WILL NOT MAKE POOR CARBON PAPER EVEN IF WE KNEW WE COULD SELL IT

If we did we wouldn't get *Your Repeat Orders*, and that's what we are after. It often takes a lot of time to land a new account, but once we get a dealer to handle the *Keystone Line*—we have him for good. But we wouldn't if we sold him a poor brand of carbon paper.

THAT'S WHY WE MAKE OUR CARBON PAPER AS GOOD AS WE DO—THE BEST MADE.

Let us send you a line of our FREE SAMPLES so you can try and test them out side by side with other brands. Then examine also our prices, and after that,—Send Your First Order,—Start On The Road That Leads To The Meadow of Profit.

Keystone Carbon Paper Manufacturing Co.

Home Office and Factory: FRANKLIN, PENNA.

NEW YORK OFFICE:
26 Broadway
New York

LONDON OFFICE:
8 Long Lane, Aldersgate Street
London, Eng.

The TYPEWRITER

(By Special Correspondence.)

Atlanta, Ga.

The Victor Typewriter Company of New York have appointed Barrett-Barnes & Co. their Atlanta agents.

Augusta, Ga.

William Bridges, one of the Underwood company's expert mechanical inspectors, has been confined to a hospital here with a bad case of typhoid fever, much to the regret of his friends in Georgia and Florida.

Brockton, Mass.

Harry L. Jones, the Oliver agent in this city, has returned from his summer home at Onset, Mass., and reports fall business booming.

Boone, Iowa.

The American Typewriting Company, under the management of H. M. Graham, has been established here and has opened offices at 815 Eighth street, conducting a general typewriter business. The new company will act as agents for the Royal Typewriter in the counties of Boone, Greene, Calhoun, Webster, Hamilton and Story. The new company will also make a specialty of local repair work.

Baltimore, Md.

George S. Sholes, well known in the typewriter business, goes to Baltimore with one of the larger typewriter companies.

Birmingham, Ala.

(By Our Special Correspondent.)

The Davis Typewriter Company has filed a declaration of incorporation here for $2,000, with principal office in this city. L. A. Davis is president and treasurer and E. P. Parker and S. E. Brown are directors. The new company will conduct a general typewriter business.

* * *

J. A. Bate, for some seven years connected with the Dearborn Typewriter Company, has severed his connection with the typewriter industry and has accepted a position with the Toledo Computing Scale Co., with headquarters in Birmingham. Before taking up his new work Mr. Bate spent several weeks in the factory at Toledo taking a full course of instruction and becoming thoroughly familiar with the new appliances he is to represent.

Boston, Mass.

(By Our Special Correspondents.)

Henry Walker of Whitman, Mass., who has traveled through New England for the Franklin Typewriter Co. of Boston, has resigned his position with that concern and takes a position in Brockton.

* * *

F. C. Beckley, of the traveling sales force for the Oliver company, has been transferred to a city territory.

Oscar L. Clough, who has been traveling out of New York for a wholesale drug house, is now with the Oliver company in Boston handling a road territory.

* * *

F. Schoenthal, proprietor of the Model Typewriter Inspection Co. of this city, was a visitor at the New York Business Show, and has become very enthusiastic over the benefits derived from such visits.

* * *

Our correspondent had the pleasure of meeting D. F. Carroll, who recently arrived in the States from Cork, Ireland, and having been connected with the Oliver sales force in his native city has been added to the Boston organization of the same company, and has been assigned to special work.

* * *

F. C. Cuching, formerly salesman with a city territory, and who was obliged to give up his work on account of ill health, has again taken up the sale of the Oliver, traveling a country territory.

* * *

Miss Adelle Scott, for a number of years a public stenographer in one of the leading local hotels, has been given charge of the Oliver employment department here. Her experience qualifies her for this important position.

* * *

What has become of all the trade news we used to secure from Boston? We have several correspondents who seem to have taken a "vacation." Time's up.

Bridgeport, Conn.

F. H. Mullins, proprietor of Mullins' Typewriter Exchange, of Bridgeport, was in New York recently, visiting the business show.

Chattanooga, Tenn.

Arthur Hitchcock, Jr., formerly of Rome, N. Y., has taken charge of the Remington Typewriter Company's state headquarters here, so it is reported.

Cincinnati, O.

(By Our Special Correspondent.)

The L. C. Smith & Brothers Typewriter Co. in this city has shown wonderful progress during the last few months. It is stated that during the past

20 REASONS

WHY YOU SHOULD PURCHASE THE

No. 12 MODEL HAMMOND

(1) Visible Writing; (2) Interchangeable Type; (3) Lightest Touch; (4) Least Key Depression; (5) Perfect and Permanent Alignment; (6) Write in Colors; (7) Least Noise; (8) Manifolding Capacity; (9) Uniform Impression; (10) Best Mimeograph Work; (11) Any Width of Paper Used; (12) Greatest Writing Line; (13) Simplicity of Construction; (14) Greatest Durability; (15) Mechanical Perfection; (16) Back Space Attachment; (17) Portability; (18) Least Cost for Repairs; (19) Perfect Escapement; (20) Beauty of Finish.

WRITE FOR CATALOG.

THE HAMMOND TYPEWRITER CO.

FACTORY AND GENERAL OFFICES

69th and 70th Street and East River :: NEW YORK, N. Y.

and the factory building for this new machine is being completed so that the company may take possession sometime after January 1st.

Harrisburg, Penn.

The Elliott-Fisher Company here, according to press reports, shut down their plant during several weeks in September, owing to the injunction brought against it through the Underwood's suit restraining them from marketing a tabulator, but as the patent on such a device expired on September 23d, little trouble was experienced and the company is now making and marketing their product as usual.

Indianapolis, Ind.

The Smith Premier Typewriter Company's local office tendered a banquet to its entire office force and salesmen at the Commercial Club, September 7th, to celebrate the winning of one of the prizes in the International Selling Contest. Twenty-four people surrounded by every seasonable luxury, enjoyed themselves until late in the evening, and the affair was voted a grand success by all present. Each salesman present was pleasantly surprised at the check room before leaving, for he received, besides what he had checked, a handsome silk umbrella, silver mounted and engraved. The evening being a stormy one made the souvenirs all the more appreciated.

Ilion, N. Y.

According to advices received from Ilion, E. H. Berry, chief engineer at the Remington Typewriter plant, has resigned his position here to go into business for himself in New York City. The resignation took effect the middle of October.

* * *

The following young men, after taking a course at the Remington factory, have been transferred to the respective cities as mechanical adjusters: A. J. Hitchcock goes to Chattanooga, Tenn.; W. A. Watson, to Johnstown, Pa., and Thomas Meehan goes to Los Angeles.

* * *

Samuel Irlam has resigned his position with the Remington company here to enter the typewriter business for himself.

* * *

On October 1st the new addition to the Remington factory, recently built for foundry purposes, was completed, and the company are now using it, together with new machine that was installed.

* * *

The Remington Typewriter Glee Club, under the direction of G. R. Pelton, held its first rehearsal of the season on October 2d, and a very active season is promised. It will give concerts at two of the lecture courses.

Jacksonville, Fla.

(By Our Special Correspondent.)

F. A. Gillis, from Chicago, selling "Re-Builts," was in this city recently.

* * *

The local Fay-Sholes agents have accepted the agency for the Elliott-Fisher Typewriter. Mr. Barnes of Barrett & Barnes, southern agents for the company at Atlanta, started the local dealers with their new agency.

* * *

Fred McDonald has returned to his position as foreman of the mechanical department for the H. & W. B. Drew Co.

Kenosha, Wis.

In the matter of the failure of the Visible Typewriter Company of Kenosha it is thought and reported that the company will continue in business just as soon as matters are straightened out and the present financial difficulties are properly adjusted.

Carroll G. Atwood, of the Fidelity Trust Company, has been elected to act as trustee. The assets of the bankrupt concern are $99,891, while the liabilities are placed at $91,781.25, according to reports dated October 28th.

Claims secured by bonds issued December 10, $50,805.49; creditors to be paid in full, $1,583.28; accommodation paper, $20,062.59; total liabilities, $90,631.72. Assets, machinery, tools, materials and partially completed machines, $35,000; real estate, $50,000; cash on hand, $165.92; cash in bank, $1.81; personal property, $11,272.85; due on open accounts, $3,394.04; miscellaneous assets, $10; total assets, $99,846.62.

Lowell, Mass.

G. C. Prince & Son, the largest wholesale and retail stationery and office supply dealers in this section of New England, have the agency for the Oliver Typewriter, and report business as good and ever increasing with this popular machine.

Los Angeles, Calif.

(By Our Special Correspondent.)

L. & M. Alexander & Company, agents for the Smith Brothers Typewriter, owing to the increase of their business, have moved into larger and better quarters and will be found in the future at 528 South Spring street. Manager Hoffman is very much elated over his luck in getting such a good location.

* * *

The Baker-Hoey Company, general agents for the coast of the Secor Typewriter, and several other office appliances, have installed a department for the recovering of typewriter platens, and expect to take care of all the local business here in this line.

* * *

The Typewriter Guarantee Company have added enough inspection contracts to engage the services of an additional repair man to their already good staff.

TYPEWRITER NEWS.—Continued.

W. P. Lohman, the "Karbon King of Kee-Lox," is certainly covering the ribbon and carbon business with his company's line of goods and our friend doesn't ask for much more.

Montpelier, Vt.

(By Our Special Correspondent.)

J. H. Faught, the hustling Oliver salesman in Vermont, is again on his territory after having spent his vacation in New Hampshire.

Milwaukee, Wis.

(By Our Special Correspondent.)

The Milwaukee office of the Smith Premier Typewriter Co. has been newly decorated and presents a most attractive appearance. The ceiling is in cream, the walls in azure with golden brown burlap from the floor to a distance of five feet on the wall. Edging the burlap is a moulding of gold bronze matching the finish of the radiators and pipes. The colors harmonize beautifully and the decorative scheme has called forth much favorable comment.

* * *

Frank L. Peterson, representing the Monarch Typewriter Co. out of Milwaukee, was seen in Grand Rapids, Wis., recently.

Minneapolis, Minn.

(By Our Special Correspondent.)

George Orr, the famous Oliver traveler in the Iron Range territory, for the Oliver Typewriter Company, was married to Miss Hattie Wunderlich of Red Wing, Minn., on October 26th.

* * *

W. K. Nourse, of the Oliver traveling sales force in North Dakota, is making an enviable record. He headed the list among the North Dakota travelers last month.

* * *

The Oliver employment department at Minneapolis reports that it is succeeding in placing more stenographers daily than at any time in its history.

* * *

The American Whiting Machine Company operating "The Typewriter Exchange" have opened a new branch for the sale of second-hand typewriters and supplies.

* * *

One William Hall, of Boston, was caught in the act of selling a new typewriter in Minneapolis. Investigation proved the typewriter was the property of the Oliver Typewriter Company, and after leaving the property in safe hands, Mr. Hall, after giving a fictitious address, disappeared.

* * *

The typewriter business in general in the Northwest is even in more flourishing condition today than ever before. Prosperity abounds on all hands and trade conditions are excellent.

Montreal, Canada.

W. J. Higginson, representing the Remington Typewriter in this field for years, has been transferred to the New Haven office of the same company. He was much pleased to receive a Five year Service Badge a few days before leaving, having completed his first five years' service.

* * *

Robert Moodie, lately with the Canadian Pacific Ry. Co. in their general offices, has jointed the Remington organization and will be found in charge of their employment department. The genial "Bob" has all the elements of a thorough typewriter man and will be a welcome addition to the fraternity.

* * *

A large number of friends gathered at the home of P. H. Garretson of the Remington company on the evening of the 8th to help celebrate his leather wedding.

* * *

Joseph Shanfield, formerly city salesman of the Remington company at Denver Colo., is now covering a territory in eastern Ontario for the Montreal office of the same company.

* * *

F. H. Puttenham, formerly in charge of the employment department of the Remington Typewriter Company, is now to be found at St. John, N. B., where he is busy dispensing Remington spirit.

New Orleans, La.

(By Our Special Correspondent.)

In New Orleans the typewriter business, as well as all other lines of trade, has been effected somewhat for the past month on account of the local strikes and the general condition of the money market, but the typewriter men as a whole seem to feel that the two following months will more than make up, and in the meantime they are putting forth an extra effort for business, with a little more care in placing their machines on long time payments.

* * *

Schumert & Warfield, the new Smith Premier dealers, moved into their new quarters the 1st of October, and although they are occupying much more space than at their former quarters they still are crowded for space. They occupy the entire four floors of the building and carry in stock everything needed in the office line. They make a specialty of repairs for all makes of machines.

* * *

G. Y. Denham, after eight years in the typewriter business, has forsaken the trade and is now engaged with the Burroughs Adding Machine Co. in their New Orleans office.

* * *

Smiling Eddie Duplantier is traveling for the Remington company along the Southern Pacific in

TO THE TRADE

We desire to create an EXCLUSIVE AGENCY in each city. Here is your opportunity to **minimize** loose leaf **competition.** While there are other loose leaf lines—there is ONLY ONE LIKE THE MANN LINE, and

THE MANN LINE IS THAT ONE

THREE KEYS OF A KIND

All Yale—for the Home
—for the Office
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A Positive and Perfect

PROTECTION

MANN Binders may be fitted with YALE TUMBLER LOCKS, insuring absolute security. Binders open and close with ONE KEY. Records that are worth making are worth protecting, and the Mann System of Record Insurance appeals to the business man with the same force that Yale Lock Protection appeals to him for his house or office protection. From start to finish—all along the line—the best workmanship, the best material, the best results are seen.

The actuating mechanisms are simple and strong, and there is no loose leaf outfit made which compares with it from the viewpoint of perfection.

The Mann Loose Leaf Devices

Embody all the qualities which have made the Mann Blank Books and Copying Books a standard for sterling worth for so many years. They are constructed to give satisfactory service and will be a credit to any who handle them—are fully guaranteed in every respect.

Write to us with a view of obtaining the agency in your city.

WILLIAM MANN COMPANY

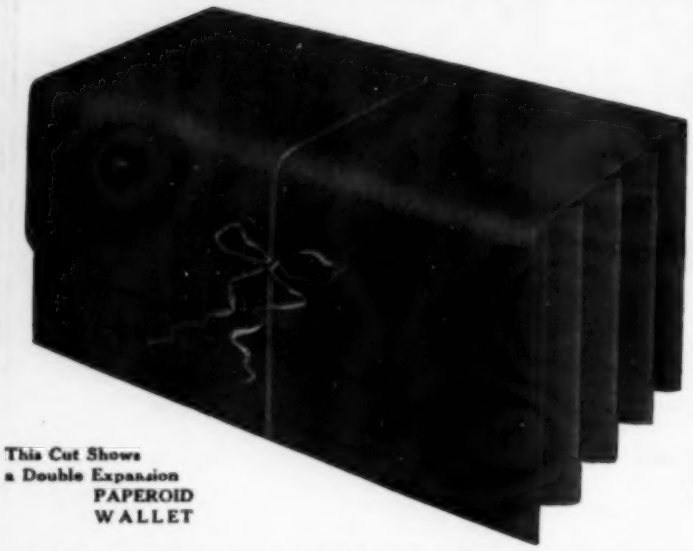
Blank Books, Loose Leaf Devices, Filing and Card Index Cabinets and Supplies, Stationery, Printing and Lithographing

529 MARKET STREET PHILADELPHIA
105 Chambers St., New York

If you don't know—you ought to know all about

"PAPEROID"

Trade Mark



This Cut Shows a Double Expansion PAPEROID WALLET

We will gladly send to any office appliance

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COMMERCIAL STATIONER

a liberal supply of

FREE SAMPLES

for close inspection.

THESE goods are made in all leading sizes, both flat and expanding, for filing purposes, and we are now prepared to supply them through the trade. Our full line of Envelopes and Wallets are made of **Paperoid**—which is paper of extraordinary quality and

Will wear like leather—Sold at a fraction of the price.

The color of PAPEROID is reddish brown, suggesting real leather.

We are making a better and more comprehensive line of filing envelopes and wallets for the permanent care of papers of value than has heretofore been obtainable. They are designed for the use of Banks, Bankers, Trust Companies, Insurance Companies, Lawyers, Real Estate and Insurance Agents, Architects, Engineers, Contractors and business men generally.

The character of **Paperoid** is more like a pure rope paper than anything else obtainable in the market, but it is made under special supervision and is not to be compared with the so termed **"Pure Rope"** found in the paper stores.

It is fully ten years since we made our first experiments, putting these goods into the hands of Lawyers, Bankers and others.

The goods have always given entire satisfaction and from year to year we have increased the output of our plant.

Paperoid is a "coined" word with us and we have it secured by a Registered Trade Mark.

We make also **Paperoid Bank Mailing Envelopes** for mailing valuable papers which are superior to cloth lined envelopes. All regular sizes from 4x9½ up to 10"x16".

Our lists of sizes of flat wallets for filing includes all regular sizes from 4x9½ inches to the largest cap and folio sizes. Since the vertical filing system came into so general use, very many large size envelopes and wallets are used.

Our list of sizes of Expanding Wallets is equally comprehensive. All expansions.

We also make a full line of Pocket Envelopes of smaller sizes for advertising purposes.

We invite all stationers who have demand for extra good envelopes and wallets for filing papers, securities, etc., to correspond with us. We make the goods — we guarantee the quality. Our prices are right—our discounts are fair. Write us of your needs and we will respond promptly with samples and prices.

WRITE FOR TERMS, DISCOUNTS, SAMPLES, ETC.

ALVAH BUSHNELL COMPANY

4 North 13th Street :: Philadelphia, Pa.

Our PAPEROID goods received universal attention at the recent National Business Shows Held in New York, Chicago and Philadelphia.

TYPEWRITER NEWS.—Continued.

two months this machine has the record for selling the greatest number of machines in the Cincinnati territory. Messrs. Know & Malloy, the senior salesmen of this organization, are making splendid record. The company anticipate opening two more branches.

The Monarch Typewriter Co. are preparing to open a Cincinnati office on West Fourth street this fall.

The Cincinnati Typewriter Exchange at Fourth and Plum streets are now equipped to do business. They have excellent quarters, and a good stock, having about fifty machines of all makes continually on hand for inspection. The new concern maintain two salesmen, and report good business.

* * *

Manager Leonard of the Oliver Typewriter Co. is making a fine showing and typewriter men pick him as a winner in closing big deals and making records.

Chicago, Ill.

(By Our Own Representatives.)

Alexander G. Hug, well known locally as an expert typewriter man, testified before Judge McEwen recently in the hearing of the petition of the Polish National Alliance, out of which has grown charges that a letter purporting to have been written by Paul O. Stensland, president of the wrecked Milwaukee Avenue State Bank, is a forgery. He testified that he believed the letter was written on a Densmore Typewriter, while at a previous hearing Stensland and his cashier, Hering, had declared that the typewriters in use at the bank were of a different make.

* * *

F. K. Pennington, local Chicago manager for the Oliver Typewriter Co., while riding in an automobile with Herbert W. Allen, a diamond broker, after visiting Woodstock, experienced an accident which resulted in the death of Mr. Allen. When nearing the city, the auto skidded to one side, hitting a telegraph pole, which snapped and fell on Mr. Allen, who died later in a hospital.

* * *

T. J. McLaughlin, for many years connected with the Oliver organization, and lately of the Chicago headquarters, passed to the great beyond on September 25th last.

Mr. McLaughlin was esteemed by his employes and his fellow workers and many will mourn his going.

* * *

J. W. Abbott, for some years with the Chicago sales force for the Oliver company, has been transferred to a traveling position in the general sales division. Mr. Abbott is remembered as a successful salesman, well known locally, and an adept in producing original drawings and good advertising suggestions.

Durham, N. C.

H. H. Hester, representing the Piedmont Supply Co. of Durham, N. C., was in New York recently to attend the business show. He reports that the typewriter market in North Carolina is once more on the boom.

Derby, Conn.

The Secor Typewriter Company, as a result of the large demand for their machines from the agencies already established, have thrown their manufacturing plant open for continuous work, using three shifts of employes and working twenty-four hours a day. This continuous work day started October 28th and will continue indefinitely in order to assist the sales department fill orders.

Detroit, Mich.

Reports in local Detroit papers announce that the interests of Elmer E. Beach, financier of the Beach-Kaufman Co., manufacturers of typewriters and adding machines, with factory at Newark, N. J., had been taken over by eastern capitalists.

W. W. Thorne, representing Mr. Beach in the affairs of the Beach-Kaufman Company, advised, so it is reported, that such a deal had been consummated, although this is not confirmed. A suggestion that this company was one of the "merger" recently reported in this paper in connection with Allen A. Ryan of the Royal Typewriter Co. is also made, without confirmation.

Davenport, Iowa.

(By Our Special Correspondent.)

W. H. Smith, formerly of the Underwood company, in Chicago, and more recently at this point as manager for the Davenport office of the Underwood, has gone to Iowa City, Ia., to take up the study of law at the State University.

In connection with his school work, Mr. Smith will maintain a typewriter exchange in Iowa City, and will devote his spare time to such a business, which we know from his past record will be profitable and at the same time allow him to "work his way through college" without having to "serve table." He certainly has our best wishes for a speedy learning and a full pocketbook.

Erie, Penn.

(By Our Special Correspondent.)

S. Q. McClure, for some time in charge of the Remington Typewriter Company's interests at this point, has been transferred to the Detroit office of the same company, where he will be engaged as city salesman. He will be succeeded in Erie by F. Stossmeister, well known in the Erie territory through his long association in the school business, having been identified with the leading commercial colleges in that section for years past.

TYPEWRITER NEWS.—Continued.

Fort Wayne, Ind.
(By Our Special Correspondent.)

B. A. Tuttle, the well known Oliver Typewriter representative in northeastern Indiana, has resigned his traveling position with the Oliver to assume charge of the sale of the same machine at Fort Wayne and five surrounding counties.

* * *

W. F. McWilliams, the Smith Premier Typewriter man of great stature, reports that he expects to close the offices that have been maintained here, the change taking place about Nov. 1st.

* * *

Vernon C. Getz, in charge of the Underwood Typewriter office here, reports an excellent business and that prospects for future business are better than ever before.

* * *

The Fort Wayne Typewriter Exchange, recently established in the city, report a very heavy business and are well pleased with the beginning. The company is selling new and second hand machines of all makes, as well as office supplies. Propositions from manufacturers desiring local agency will be appreciated.

* * *

The Oliver Typewriter agency has just remodeled their offices here and new shelving and desks installed to meet the progress made with their business in this field.

* * *

D. G. Becknell, from Boise City, Idaho, has accepted a position with the Oliver sales force here.

Fort Smith, Ark.
(By Our Special Correspondents.)

The Underwood Typewriter, according to a statement made by H. P. Sutton, their genial state manager, is in the majority here, as proved by his card index, which he takes pleasure in showing to all interested.

* * *

D. C. Baldwin, the oldest typewriter man in the South,—that is, with the longest continual experience in the business, recently visited this city on his twenty-first annual visit, spending a portion of his vacation with relatives.

* * *

The Oliver Typewriter is represented here by Messrs. Kavanaugh & Miller, who also control an office at Van Buren, Ark.

* * *

The Remington Typewriter is still represented here by a member of the McRaven family—well known typewriter men.

* * *

The Smith Premier Typewriter is well in evidence in this territory, as shown from records of the machines in use.

Grand Rapids, Mich.

J. H. Bell, for twenty-one years in the typewriter business, formerly with the Densmore and Smith Premier Typewriter companies, and lately with the Fox company, has ventured into the business for himself, and will cover the state of Michigan.

* * *

The General Electric Company have recently secured an order from the Fox Typewriter Company to install six electric baking ovens to be used in their enameling department. This is the first plant to install such machines, which lends greater convenience in the grouping of ovens where wanted, and from experiments there is shown little loss from ejectments or imperfect baking.

* * *

The Fox Typewriter Company is installing electricity in most all their departments and for all purposes.

* * *

On October 10th the new elected board of directors for the Fox Typewriter Company had their first meeting for the election of officers. W. R. Fox was elected president; C. B. Hamilton, secretary, and Earl Stokoe, treasurer; the office of vice-president being left open for the present.

Grand Forks, N. D.

T. W. Rorke of this city has just succeeded to the local agency for the Oliver Typewriter. Being a hustler, much business for this machine in this field is expected.

Green Bay, Wis.

E. A. Wedsedalek, who has been with the Remington Typewriter Co. at different cities, has recently taken the local office for this company, which has been established with Eckhardt & Drissen, representatives here for some two years past.

Hartford, Conn.
(By Our Special Correspondent.)

The Underwood Typewriter Company has bought the property of the Hartford Dairy Company on the north side of Capitol avenue at Laurel street in order that it may have a right of way to the railroad just beyond. The Underwood company do not intend to use the newly acquired property for building purposes for some years.

Factory Manager C. D. Rice advised that the company secured the property that it might be sure of a chance to build an addition in future years should the necessity arise. The acquired property is valuable because of the shipping facilities it gives the holders, the rear of the property being adjacent to the railroad tracks.

* * *

Development upon the property of the Royal Typewriter Company here is being rapidly pushed.

Typewriter Ribbons

in

Special Brand Tinware

Do you sell typewriter ribbons in decorated tinware bearing your manufacturer's imprint? DON'T DO IT. You are building up a business for him, which he can take away from you at any time. You are selling his ribbons — not yours. In addition you are prevented from buying on the open market, even though far greater values are offered you by other manufacturers.

Do you sell ribbons in plain undecorated boxes? Don't do it.

The package creates the first impression. It takes a remarkable ribbon to offset the unfavorable impression which a plain box always makes.

Buy your typewriter ribbons in decorated tinware bearing your own brand name and your name and address.

We are now prepared to furnish all grades of ribbons in special brand tinware, without extra cost.

Suggest a brand name to us and we will send you a sample ribbon without charge in your own box. The quality of the ribbon will speak for itself.

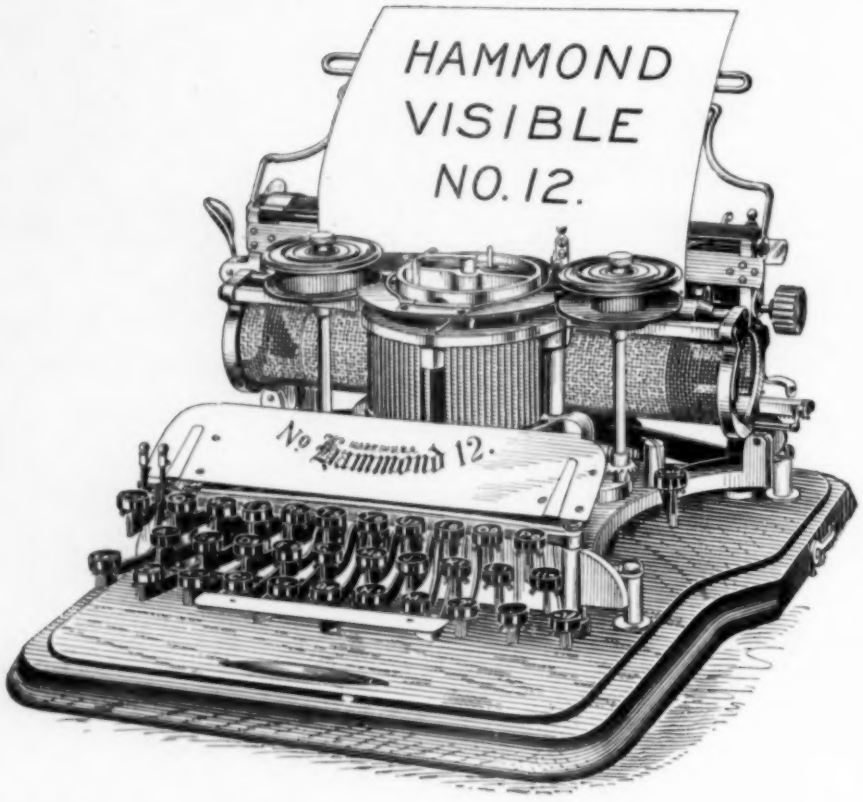
Neidich Process Company

Burlington New Jersey

20 REASONS

WHY YOU SHOULD PURCHASE THE

No. 12 MODEL HAMMOND



(1) Visible Writing; (2) Interchangeable Type; (3) Lightest Touch; (4) Least Key Depression; (5) Perfect and Permanent Alignment; (6) Write in Colors; (7) Least Noise; (8) Manifolding Capacity; (9) Uniform Impression; (10) Best Mimeograph Work; (11) Any Width of Paper Used; (12) Greatest Writing Line; (13) Simplicity of Construction; (14) Greatest Durability; (15) Mechanical Perfection; (16) Back Space Attachment; (17) Portability; (18) Least Cost for Repairs; (19) Perfect Escapement; (20) Beauty of Finish.

WRITE FOR CATALOG.

THE HAMMOND TYPEWRITER CO.

FACTORY AND GENERAL OFFICES

69th and 70th Street and East River :: NEW YORK, N. Y.

and the factory building for this new machine is being completed so that the company may take possession sometime after January 1st.

Harrisburg, Penn.

The Elliott-Fisher Company here, according to press reports, shut down their plant during several weeks in September, owing to the injunction brought against it through the Underwood's suit restraining them from marketing a tabulator, but as the patent on such a device expired on September 23d, little trouble was experienced and the company is now making and marketing their product as usual.

Indianapolis, Ind.

The Smith Premier Typewriter Company's local office tendered a banquet to its entire office force and salesmen at the Commercial Club, September 7th, to celebrate the winning of one of the prizes in the International Selling Contest. Twenty-four people surrounded by every seasonable luxury, enjoyed themselves until late in the evening, and the affair was voted a grand success by all present. Each salesman present was pleasantly surprised at the check room before leaving, for he received, besides what he had checked, a handsome silk umbrella, silver mounted and engraved. The evening being a stormy one made the souvenirs all the more appreciated.

Ilion, N. Y.

According to advices received from Ilion, E. H. Berry, chief engineer at the Remington Typewriter plant, has resigned his position here to go into business for himself in New York City. The resignation took effect the middle of October.

* * *

The following young men, after taking a course at the Remington factory, have been transferred to the respective cities as mechanical adjusters: A. J. Hitchcock goes to Chattanooga, Tenn.; W. A. Watson, to Johnstown, Pa., and Thomas Meehan goes to Los Angeles.

* * *

Samuel Irlam has resigned his position with the Remington company here to enter the typewriter business for himself.

* * *

On October 1st the new addition to the Remington factory, recently built for foundry purposes, was completed, and the company are now using it, together with new machine that was installed.

* * *

The Remington Typewriter Glee Club, under the direction of G. R. Pelton, held its first rehearsal of the season on October 2d, and a very active season is promised. It will give concerts at two of the lecture courses.

Jacksonville, Fla.

(By Our Special Correspondent.)

F. A. Gillis, from Chicago, selling "Re-Builts," was in this city recently.

* * *

The local Fay-Sholes agents have accepted the agency for the Elliott-Fisher Typewriter. Mr. Barnes of Barrett & Barnes, southern agents for the company at Atlanta, started the local dealers with their new agency.

* * *

Fred McDonald has returned to his position as foreman of the mechanical department for the H. & W. B. Drew Co.

Kenosha, Wis.

In the matter of the failure of the Visible Typewriter Company of Kenosha it is thought and reported that the company will continue in business just as soon as matters are straightened out and the present financial difficulties are properly adjusted.

Carroll G. Atwood, of the Fidelity Trust Company, has been elected to act as trustee. The assets of the bankrupt concern are $99,891, while the liabilities are placed at $91,781.25, according to reports dated October 28th.

Claims secured by bonds issued December 10, $50,805.49; creditors to be paid in full, $1,583.28; accommodation paper, $20,062.59; total liabilities, $90,631.72. Assets, machinery, tools, materials and partially completed machines, $35,000; real estate, $50,000; cash on hand, $165.92; cash in bank, $1.81; personal property, $11,272.85; due on open accounts, $3,394.04; miscellaneous assets, $10; total assets, $99,846.62.

Lowell, Mass.

G. C. Prince & Son, the largest wholesale and retail stationery and office supply dealers in this section of New England, have the agency for the Oliver Typewriter, and report business as good and ever increasing with this popular machine.

Los Angeles, Calif.

(By Our Special Correspondent.)

L. & M. Alexander & Company, agents for the Smith Brothers Typewriter, owing to the increase of their business, have moved into larger and better quarters and will be found in the future at 528 South Spring street. Manager Hoffman is very much elated over his luck in getting such a good location.

* * *

The Baker-Hoey Company, general agents for the coast of the Secor Typewriter, and several other office appliances, have installed a department for the recovering of typewriter platens, and expect to take care of all the local business here in this line.

* * *

The Typewriter Guarantee Company have added enough inspection contracts to engage the services of an additional repair man to their already good staff.

TYPEWRITER NEWS.—Continued.

W. P. Lohman, the "Karbon King of Kee-Lox," is certainly covering the ribbon and carbon business with his company's line of goods and our friend doesn't ask for much more.

Montpelier, Vt.

(By Our Special Correspondent.)

J. H. Faught, the hustling Oliver salesman in Vermont, is again on his territory after having spent his vacation in New Hampshire.

Milwaukee, Wis.

(By Our Special Correspondent.)

The Milwaukee office of the Smith Premier Typewriter Co. has been newly decorated and presents a most attractive appearance. The ceiling is in cream, the walls in azure with golden brown burlap from the floor to a distance of five feet on the wall. Edging the burlap is a moulding of gold bronze matching the finish of the radiators and pipes. The colors harmonize beautifully and the decorative scheme has called forth much favorable comment.

* * *

Frank L. Peterson, representing the Monarch Typewriter Co. out of Milwaukee, was seen in Grand Rapids, Wis., recently.

Minneapolis, Minn.

(By Our Special Correspondent.)

George Orr, the famous Oliver traveler in the Iron Range territory, for the Oliver Typewriter Company, was married to Miss Hattie Wunderlich of Red Wing, Minn., on October 26th.

* * *

W. K. Nourse, of the Oliver traveling sales force in North Dakota, is making an enviable record. He headed the list among the North Dakota travelers last month.

* * *

The Oliver employment department at Minneapolis reports that it is succeeding in placing more stenographers daily than at any time in its history.

* * *

The American Whiting Machine Company operating "The Typewriter Exchange" have opened a new branch for the sale of second-hand typewriters and supplies.

* * *

One William Hall, of Boston, was caught in the act of selling a new typewriter in Minneapolis. Investigation proved the typewriter was the property of the Oliver Typewriter Company, and after leaving the property in safe hands, Mr. Hall, after giving a fictitious address, disappeared.

* * *

The typewriter business in general in the Northwest is even in more flourishing condition today than ever before. Prosperity abounds on all hands and trade conditions are excellent.

Montreal, Canada.

W. J. Higginson, representing the Remington Typewriter in this field for years, has been transferred to the New Haven office of the same company. He was much pleased to receive a Five year Service Badge a few days before leaving, having completed his first five years' service.

* * *

Robert Moodie, lately with the Canadian Pacific Ry. Co. in their general offices, has jointed the Remington organization and will be found in charge of their employment department. The genial "Bob" has all the elements of a thorough typewriter man and will be a welcome addition to the fraternity.

* * *

A large number of friends gathered at the home of P. H. Garretson of the Remington company on the evening of the 8th to help celebrate his leather wedding.

* * *

Joseph Shanfield, formerly city salesman of the Remington company at Denver Colo., is now covering a territory in eastern Ontario for the Montreal office of the same company.

* * *

F. H. Puttenham, formerly in charge of the employment department of the Remington Typewriter Company, is now to be found at St. John, N. B., where he is busy dispensing Remington spirit.

New Orleans, La.

(By Our Special Correspondent.)

In New Orleans the typewriter business, as well as all other lines of trade, has been effected somewhat for the past month on account of the local strikes and the general condition of the money market, but the typewriter men as a whole seem to feel that the two following months will more than make up, and in the meantime they are putting forth an extra effort for business, with a little more care in placing their machines on long time payments.

* * *

Schumert & Warfield, the new Smith Premier dealers, moved into their new quarters the 1st of October, and although they are occupying much more space than at their former quarters they still are crowded for space. They occupy the entire four floors of the building and carry in stock everything needed in the office line. They make a specialty of repairs for all makes of machines.

* * *

G. Y. Denham, after eight years in the typewriter business, has forsaken the trade and is now engaged with the Burroughs Adding Machine Co. in their New Orleans office.

* * *

Smiling Eddie Duplantier is traveling for the Remington company along the Southern Pacific in

TO THE TRADE

We desire to create an EXCLUSIVE AGENCY in each city. Here is your opportunity to **minimize** loose leaf **competition.** While there are other loose leaf lines—there is ONLY ONE LIKE THE MANN LINE, and

THE MANN LINE IS THAT ONE

THREE KEYS OF A KIND

All Yale—for the Home
—for the Office
—for the Private Records

A Positive and Perfect

PROTECTION

MANN Binders may be fitted with YALE TUMBLER LOCKS, insuring absolute security. Binders open and close with ONE KEY. Records that are worth making are worth protecting, and the Mann System of Record Insurance appeals to the business man with the same force that Yale Lock Protection appeals to him for his house or office protection. From start to finish—all along the line—the best workmanship, the best material, the best results are seen.

The actuating mechanisms are simple and strong, and there is no loose leaf outfit made which compares with it from the viewpoint of perfection.

The Mann Loose Leaf Devices

Embody all the qualities which have made the Mann Blank Books and Copying Books a standard for sterling worth for so many years. They are constructed to give satisfactory service and will be a credit to any who handle them—are fully guaranteed in every respect.

Write to us with a view of obtaining the agency in your city.

WILLIAM MANN COMPANY

Blank Books, Loose Leaf Devices, Filing and Card Index Cabinets and Supplies, Stationery, Printing and Lithographing

529 MARKET STREET PHILADELPHIA
105 Chambers St., New York

TYPEWRITER NEWS.—Continued.

Louisiana and reports splendid business. All obstacles vanish before Eddie's smile.

* * *

Jay C. Staley, formerly of the Remington Co. at Des Moines, and later of the L. C. Smith Brothers Co. at Chicago, has returned to his first love and is handling the new sub-office of the Remington Co. at Jackson, Miss.

* * *

T. O. Curnick, who holds the world's record for phonographic dictation on the typewriter, is certainly making records for the selling of Remington Typewriters in central Louisiana.

* * *

The one sensation in typewriter circles for the month of October in New Orleans has been the announcement, through the press and otherwise, that A. G. Cambias, for five years identified with Schumert & Warfield (formerly Dearborn & Warfield), has severed his connection with that firm to cast his fortune with that of the Southern Typewriter Exchange, Ltd., the agents for the Fox Visible Typewriter. It has leaked out from trustworthy sources that Schumert & Warfield made vehement and strenuous efforts to retain Mr. Cambias and to frustrate this deal, but it would appear that the Southern Typewriter Exchange were easy winners in this struggle. No man has been more closely identified with the commercial interests of New Orleans in the typewriter business than has Mr. Carbias. The concessors of opinion seems to be that the Southern Typewriter Exchange, Ltd., has made a "ten strike" in securing the services of so valuable a man.

There is another rumor which connects this exchange with another big deal regarding the services of another highly important man in the typewriter business of New Orleans. Diligent inquiries, however, fail to substantiate it, all parties keeping exceedingly mum on the subject, but from surface appearances something is surely brewing and it would not surprise your correspondent upon hearing of its accomplishment at any time.

* * *

The Monarch Typewriter Company are now well established in their new quarters, and although somewhat crowded they have a fine location for business and are hard after the orders and the "long green." They have rather a neat display window this month, showing up to advantage the nine superior points of the Monarch Visible. Manager Keplinger appears very much pleased with his move and is anxious to put on another salesman so that he may take better care of his increasing trade.

* * *

J. H. Gennisson, who the first of last May opened up the Gennisson Typewriter Exchange, has come to the conclusion that the life of a typewriter man in business for himself is not all pleasure and reward, neither is his path strewn with roses. For a short time he had an office in the Hick building but later moved to the Carondelet building. He had on sale a line of second-hand typewriters and he also did repairing until about the first of October, when he closed his office door for the last time and the Gennisson Typewriter Exchange was no more. After working a week for a local typewriter dealer he secured employment with Schumert & Warfield as their city salesman.

* * *

R. Stone of Vicksburg, formerly with the Inspection Co., has secured employment in the mechanical department of the Underwood Typewriter Company.

* * *

The Southern Typewriter Exchange, Ltd., after spending some time in search of a good office manager, have secured the services of Charles F. Labarre. Mr. Labarre has had considerable experience in this line, especially in office management and as an advertising man. Being a resident of this city for the last twenty years, he is well known by nearly every business house in the city. This firm is well equipped with first class men, having four officers of the firm in charge of the office and city territory and two salesmen working the country territory.

* * *

The Underwood Typewriter Company considered their old stand good enough for at least a year to ever there as the result of "moving day." Their office although small and crowded has an entrance on two streets and this makes quite an advantage with their present location. The company have added a new salesman to their city force to take the place of George Crandall who resigned.

* * *

A. H. Pike, vice-president of the Southern Typewriter Exchange, Ltd., and also superintendent of their repair department, has entirely remodeled their large repair shop during the last month to keep up with their fast growing business in this line. Several benches have been added and we understand that more men will be put on. This is now one of the largest repair shops in the South and is fast gaining a reputation all its own. This only goes to prove what can be done in this line with the proper experience and ability behind it.

* * *

The Remington report business as good for the month, with fine prospects ahead. The old standby "Blind" is still holding its own. Manager Caswell is working very diligently among his men to get the business.

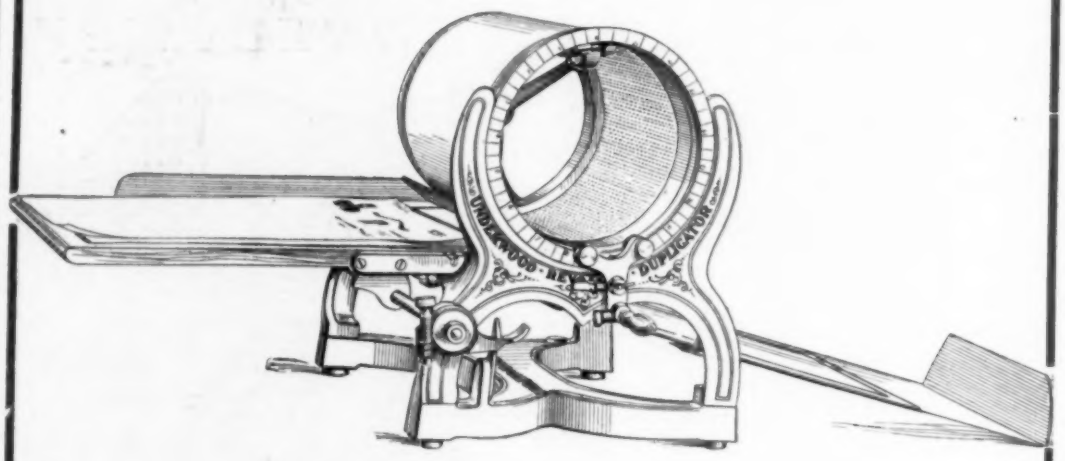
* * *

Thomas King of the Remington mechanical de-

UNDERWOOD Revolving Duplicator

NO LICENSE RESTRICTIONS

or Strings of Any Kind Attached to It



The Embodiment of

UNDERWOOD Completeness

UNDERWOOD Simplicity

UNDERWOOD Durability

¶ It will reproduce quickly and in an inexpensive manner large quantities of circular letters in an exact imitation of the work done on your typewriter.

¶ It can handle paper or cards 19x19 inches in size and has a printing area of 16x7½ inches.

¶ It will print to extreme top edge of paper.

NO SILK SHEETS or Other Expensive Protections to the Stencil Paper are Necessary

ASK FOR CATALOGUE

MANUFACTURED BY

Underwood Typewriter Company

241 Broadway, New York City

TYPEWRITER NEWS.—Continued.

partment has been laid up for the past two months from the effects of an operation. He is around again and has taken charge of the outside work.

* * *

W. L. Crump, the veteran salesman of the New Orleans office of the Remington Co., continues to bear out the reputation as a business getter that he has enjoyed these many years. Mr. Crump is in the fifteenth year class of the badge service.

* * *

H. P. Lindee, formerly shipping clerk for the Remington at New Orleans, has been promoted to be salesman and is now traveling in the Hattiesburg territory.

New Bedford, Mass.

J. E. Cruess, the Oliver salesman for the Cape territory, spent a few days in this city recently, where he secured a number of orders for his firm. Even though a new member of the typewriter fraternity Mr. Cruess is full of characteristic Oliver energy and is making good with a vengeance.

Newark, N. J.

The former factory building of the Manhattan Typewriter Co., in Newark, now owned by the Blake Typewriter Co., and occupied by several manufacturing concerns, was damaged by fire during the middle of October to the extent of $1,000, covered by insurance.

North Adams, Mass.

The master mechanic of the Yetman Transmitting Typewriter Co. has taken his position in the new factory of the company here, and is in charge of the new plant recently established in the old Sampson factory. The Yetman company only recently removed their plant from Ilion. Practically all of the company's machinery, shipped from Ilion, is now installed and the manufacture of the machine will be resumed at once.

Omaha, Neb.

C. W. Eckerman has resigned his position as Omaha manager for the Smith Premier Typewriter Co., according to a press report, to accept a position with the Omaha & Nebraska Central R. R. as its financial director.

* * *

William Wilbur, of Omaha, representing the Oliver Typewriter, placed the agency for this machine with the editor of the Sentinel of Blue Island, Neb.

Oakland, Calif.

(By Our Special Correspondent.)

The Remington Typewriter Company's Oakland offices have been removed from 1232 Broadway to 1004 Broadway.

Philadelphia, Penn.

(By Our Special Correspondents.)

W. C. Tilton has been promoted by the Oliver Typewriter Co. from agent at Atlantic City to a position on the Philadelphia sales force.

* * *

C. H. Stanley, the new assistant manager for the Oliver in this city, is making things move in the country sales department.

Pontiac, Mich.

Chas. M. Eaton, formerly with the Postal Telegraph Co., is now agent for the Oliver Typewriter Co., and has opened an office over Rich's hardware store, where he will deal in typewriters and supplies.

New Haven, Conn.

(By Our Special Correspondent.)

The B. H. Hibbard Co., contractors on the new plant of the Royal Typewriter Co., have changed the contract for the granite work, and have awarded it to David McCormick of Holyoke.

* * *

Wm. J. Higginson has been transferred from the office of the Remington Typewriter Co. at St. John, N. B., to the office of the company in this city. Mr. Higginson began his typewriter career in the Underwood factory, but his desire to be in the employ of the typewriter that "always leads and always outsells" soon carried him into the Remington factory. Not long after he became a member of the selling force and located at St. John.

* * *

At the recent National Business Show, held in Madison Square Garden, New York, the following typewriter men from New Haven attended:

From the Smith Premier: C. H. Humphreys, B. H. Smith.

From the Remington: A. J. Jones, C. C. Fitch, W. H. Barnes, H. J. Rice.

From the Underwood: M. C. MacBraune, E. D. Bradley.

From the L. C. Smith Bros.: Mr. Stubblebein.

* * *

R. E. Holbrook, formerly of the Smith Brothers, has severed his connection with that company to accept a position as accountant with a local concern.

* * *

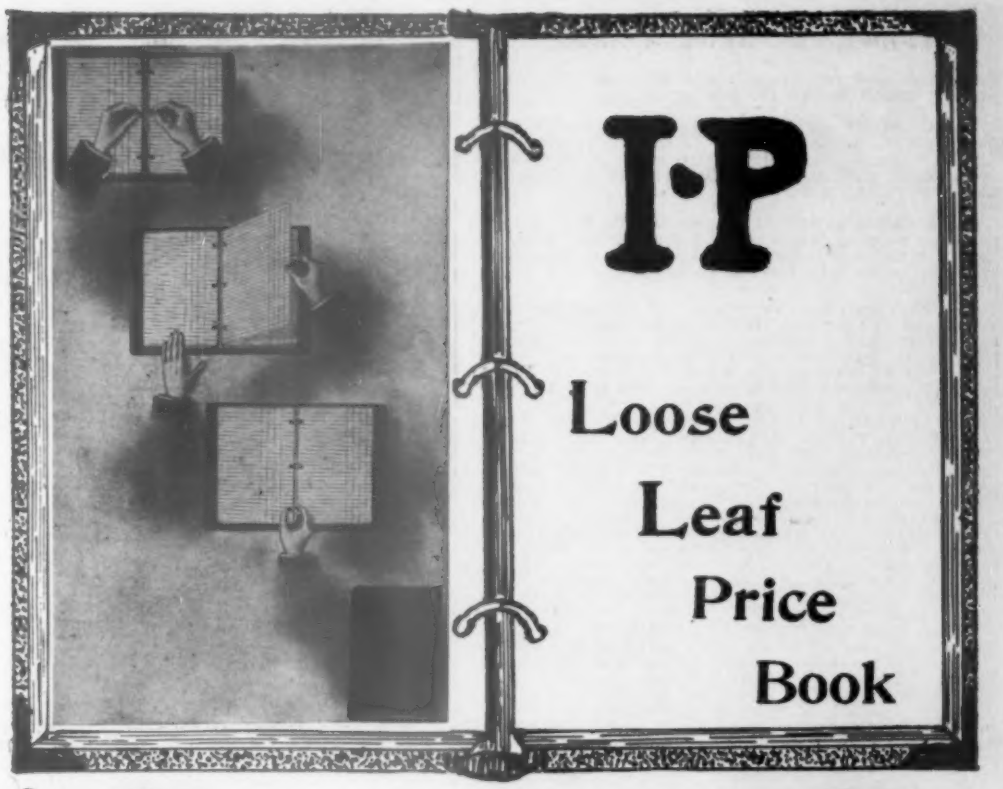
C. L. Bradley has been added to the Underwood local staff as salesman. Mr. Bradley comes from a family of typewriter men and we predict great things for him.

* * *

Owing to the stress of business, Otis R. Lombra, Connecticut manager of the Wellington company, could not get away to visit the business show.

* * *

Richard Carter has entered the employ of the Smith Brothers Co. as city salesman in this city.



B.

I-P

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The Best

By

THE TRADE

I-P

Send for a Sample

and

Look at it with YOUR Eyes

Then you'll understand why both the dealer and the consumer prefer to have the

I-P LOOSE LEAF PRICE BOOK

Carried in stock in all practical sizes,—eight rulings for each side

Sold through the trade exclusively.

Catalogue and discounts on application.

IRVING-PITT MFG. CO

KANSAS CITY, MO.

SEE THAT YOUR WRITING MACHINE BEARS THE

Emblem of Superiority

THE MONARCH TYPEWRITER COMPANY

GENERAL OFFICES AND FACTORY

SYRACUSE :: :: NEW YORK

OURS IS
THE HOUSE FOR THE DEALERS
and Dealers only.

RAMER'S REBUILT READY TO SELL TYPEWRITERS

Are all of modern make, in first-class REBUILT condition, are fully guaranteed and SOLD TO THE TRADE ONLY. Write us and we will do right by you.

WHOLESALE TYPEWRITER COMPANY,
"To the Trade Only" 108-110 Duane Street, New York City

TYPEWRITER NEWS.—Continued.

Several of the typewriter concerns engaged in displaying their wares at the annual business and food show held at the Armory here.

New York City, N. Y.

(By Our Own Representatives.)

A most unique window display is now appearing in the show window of the Remington Typewriter Co. at 325 Broadway. The main feature of the exhibit is a composite picture of the main building of the Remington Typewriter Company's factory and the new giant Cunarder "Lusitania" in which it appears that both the building and the steamship are of the same general dimensions, the length of each being 790 feet.

Attention is called to the fact that this is only one of twenty which constitutes the greatest typewriter plant in the world.

* * *

The Eureka Typewriter Maintenance and Supply Co. has been incorporated in New York with a capital of $1,000. James J. Buckley, Charles W. Walker and William S. Van Pelt are the incorporators.

* * *

The Typewriter Specialty Company has been incorporated in New York. Milton Kellogg, Henry W. Russell and Oscar Wilhelm are the incorporators. Capital $10,000.

* * *

The Yost Typewriter Company has been awarded a contract to supply the sanitary department of Havana, Cuba, with eighty typewriters. Twenty concerns put in bids.

* * *

Henry Harry B. Disbrow, formerly manager for the Oliver Typewriter Company in Brooklyn, rented a machine not long ago to a negro who disappeared after a week with the machine. In time the machine was purchased by one F. P. Anderson from a "second-hand dealer" and later needed repairs. The Oliver company identifying the machine by its number confiscated it. Mr. Disbrow returning to the office of Anderson with a letter from the Oliver company's New York manager advising him of the state of affairs, would not be satisfied that he had been "handed a lemon," but caused Mr. Disbrow's arrest. Mr. Disbrow was acquitted the next day after a night in a cell, after which he entered suit for $25,000 damages and secured a jury's verdict for $4,000 which is collectable. Mighty high price for a second-hand Oliver Typewriter—$4,033.

Moral: When you buy second-hand, be sure and secure title.

This is a mighty good piece of real life to put before the public as an advertising "story." It works both for the manufacturers of new machines, and those of the second-hand dealers who are safe with their "titles."

Woman a Remington Director.

At a special meeting of the board of directors of the Remington Typewriter Company two new directors were elected, one of whom was Miss Mary E. Orr, who entered the employ of the company as a stenographer nineteen years ago. It is noteworthy that the Remington Typewriter Company, which was the pioneer in opening a new field of industry to women, is also the first corporation to elect a woman to one of the highest positions of trust within its gift. Miss Orr's election as a Remington director is a recognition of long and meritorious service. It is also in a larger sense a recognition of the part played by the woman stenographer in the development of the typewriter business.

* * *

The Charles School of Brooklyn have joined the Hammond Camp, and have purchased a large number of machines for use in the school. Mr. Gardner, the New York manager of the Hammond, attended the school recently, and gave a demonstration, assisted by some members of his staff. Mr. Charles served luncheon to the party, and a most enjoyable afternoon was spent.

* * *

The Hammond Typewriter Co. have just brought out a new typewriter instruction book for use with their latest No. 12 machine. The lessons are in facsimile typewriting, well printed, and so arranged as to maintain the interest of the pupils, and give plenty of essential practice. All kinds of typewriter forms are provided, specimens of envelope addressing, and other needed work.

* * *

G. M. Guest, Long Island and Brooklyn representative of the L. C. Smith & Bros. Typewriter Co., gave an address recently at the Jamaica Business School on the "History and Depelopment of Typewriters." Mr. Guest has been successful in placing a number of machines in this school, in fact, making an exclusive equipment of the L. C. Smith Bros.' machine in this school.

* * *

A. T. Hoffman, formerly with the L. C. Smith & Bros. Typewriter Co., and more recently with the Perfect Letter Co. of Fourth avenue, is now treasurer of Frank Hoffman Co., Incorp., of 50 Broadway. This firm will do printing, engraving of all kinds, facsimile letter work, and will also handle duplicating machines, and typewriters.

* * *

J. P. Daves, formerly New York manager of the Fay Sholes Typewriter Co., has been appointed sales manager for the new Remington-Sholes Co. His territory will comprise the whole of the United States, with headquarters in Chicago, but temporarily at 287 Broadway, New York.

TYPEWRITER NEWS.—Continued.

The Victor Typewriter Co. have appointed agents for their machine in Washington, D. C., and in Atlanta, Ga. Details are given under the headings of these respective cities.

* * *

John C. Ardagh and L. Weyl have opened an office at 407 Broadway, under the name of the Regent Typewriter Co., and will sell rebuilt typewriters and supplies.

Providence, R. I.

(By Our Special Correspondent.)

C. C. Simon has recently arrived from New York and joined the Underwood force as salesman.

* * *

Fred Snelgrove, manager of the Smith Premier Typewriter Co., and Mr. Brown, assistant manager, have been several days in New York at the business show.

* * *

H. S. McCormack, the Underwood company's special billing machine expert, has been several days in Providence, demonstrating the new Underwood billing machine.

* * *

Harry Holmes, manager of the Remington Typewriter Co., visited the New York Business Show for several days, and returned well pleased with his visit.

* * *

The Providence Business Show recently held here was a decided frost, and was only held for four days instead of a week, as the exhibitors had all the frost they wanted in that time, and decided they wanted to take their exhibits out, in order to thaw them out again. It will probably be a long time before another business show is held in Providence. The typewriter companies exhibiting at the show were the Underwood Co., Hammond Co., The Eliott Fisher Co., and Frank Neilan Co. with a full line of rebuilt typewriters.

* * *

Frank Neilan, of the Neilan Typewriter Exchange, has been spending a week at the New York Business Show, and has come back equipped with a fund of information for his customers. Incidentally, he says, he picked up a good stock of rebuilt machines of all kinds.

* * *

Clarence Ball, formerly manager of the L. C. Smith & Bros. Co. at this point, has severed his connection with them, and will probably affiliate himself with the Underwood Co. at New York. Mr. Halliday of East Greenwich, R. I., has succeeded him as manager. It is rumored that on account of the extra responsibilities as manager, he will require an assistant, and expects shortly to change a well-known young lady's name to Halliday.

* * *

The Royal Co. have placed their man here recently to cover the Providence territory, and he is working very hard to show the new Royal.

* * *

F. A. Ivick, special representative for the Underwood Co., spent a week at the New York Business Show, absorbing new ideas that he will promulgate on his customers. He returned bubbling over with enthusiasm.

* * *

In a recent issue of this paper there appeared a statement concerning the census of typewriters in the city of Providence. Since the article appeared we have had exceptions taken to the figures, and we are inclined to agree with Mr. Fred Snelgrove, that the Smith Premier Typewriter is far better represented in this city than our correspondent knows, for the reason that Providence is and always has been a Smith Premier stronghold.

What the actual figures are, none of us could tell without seeing the records of each and every company, and then "figures lie."

Pittsburg, Penn.

C. N. Cook, traveling for the Pittsburg office of the Smith Premier Typewriter Co., assisted the local agents at Ridgeway, Pa., close up a few sales recently. The agents are the Ridgeway Publishing Co.

Phoenix, Ariz.

William Gabriel of this city accepted a position as traveling salesman for the Oliver Typewriter Co. and is now on the road.

Quebec, Canada.

Alexander Watson, formerly manager for the Oliver Typewriter Co. at Toronto, it is reported, is in trouble here as the result of financial matters with the present manager of the Oliver Co., according to advices from Quebec.

Richmond, Va.

R. C. Howison, long and favorably known to the Virginia and general typewriter fraternity, is now manager for the Smith Premier Typewriter Co., with headquarters at Richmond, located at 704 E. Main street.

Raleigh, N. C.

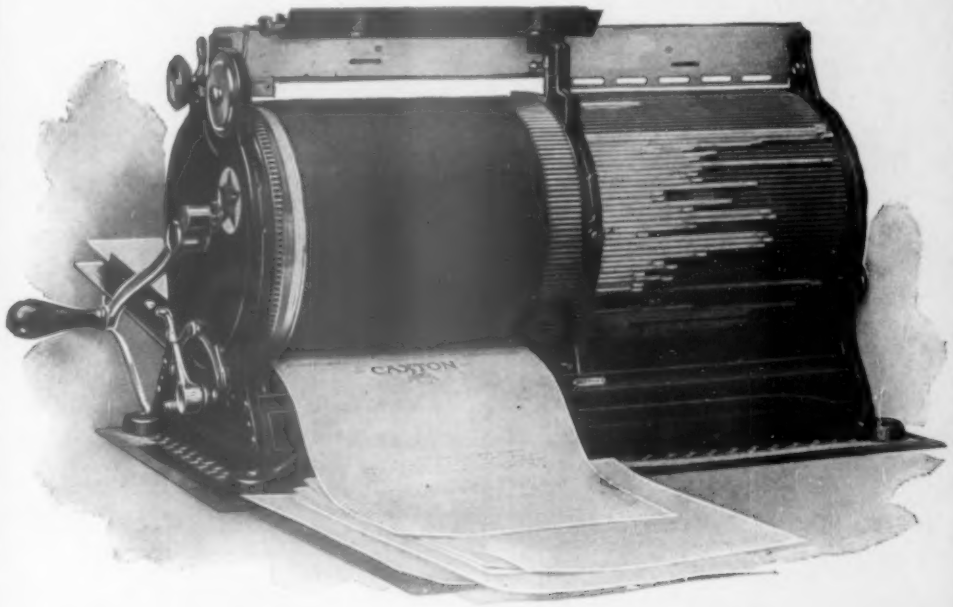
T. F. Brockwell, the well known gun and locksmith, is fitting out a new building for his business, and will make a specialty of repairing typewriters, adding machines and other fine machinery. The building will be located on South Salisbury street, just north of the Elk's Temple.

Rochester, N. Y.

Mr. Townsend of the Townsend Typewriter Inspection and Supply Co. was in New York recently. He attended the business show.

We want men—not dreamers—but MEN—Order closers—not excuse makers—in short—MEN who CAN and who ARE doing things.

If you are selling specialties or any kind of an office appliance **now** and making $150—$200 or more per month, you are doing so against the hardest sort of competition, so why not



Be a Multigraph Salesman

and take a step or two toward a larger income, more pleasant work, a greater field and a brighter future for yourself.

Selling Multigraphs is NOT like selling Typewriters. There's only **One Gammeter Multigraph**—it has no competition at all—as is the case with other office appliances which have dozens of competitors, and yet **our field is as large as theirs.**

WHAT IT DOES

Typewrites two thousand or more copies per hour with an office boy or girl as operator.

Every letter a perfect typewritten original, printed from typewriter type, through a typewriter ribbon on paper backed up by a typewriter rubber cylinder (platen). Multigraphed letters are not "fac-similes." Every letter is actually typewitten, and, therefore, read and answered—not thrown in the waste basket.

The Gammeter Multigraph can also be used for printing all sorts of tabulated records, forms, filing cards, reports, etc.

WE HAVE OFFICES IN MANY CITIES—Are opening more constantly. Drop in and see our boys—talk to our managers—see for yourself anyway—even if only out of curiosity—and write us for FREE SAMPLES of the MULTIGRAPH PRODUCTS. They are worth any one's examination.

The American Multigraph Sales Company
1820 Case Avenue, Cleveland, Ohio

TYPEWRITER RIBBONS

CARBON PAPERS

I. M. C.

¶ New management, new policy, new machinery, new processes.

¶ Everything new and up-to-date.

¶ Second to none in hard finish varieties of carbon paper.

¶ Prices commensurate with quality.

¶ Pencil and Pen Carbon Papers, all kinds.

¶ Ribbons of all kinds for all typewriters.

¶ Two colored and three colored ribbons a specialty.

¶ Agents wanted everywhere.

¶ Special attention to large consumers.

¶ Price lists, and sample carbon paper, to responsible parties.

¶ Write today—you may forget it tomorrow.

Indeliba Manufacturing Company

Rochester, N. Y.

TYPEWRITER NEWS.—Continued.

San Antonio, Tex.

W. R. Shaw, Jr., formerly with the Maverick-Clarke Lithographic Co. of this city, in charge of their typewriter department, is now in Chicago connected with the Oliver Typewriter Co.

Springfield, Mass.

E. R. Sues, for a number of years traveling salesman for Thomas J. Lipton, Ltd., the tea merchant, has joined the Oliver ranks and is covering western Massachusetts, with headquarters in Springfield.

Seattle, Wash.

The appointment of Walter W. Warren of Seattle as agent and attorney for Washington of the Oliver Typewriter Co. was officially done here recently in accordance with corporation law.

Salt Lake City, Utah.

For the purpose of engaging in the sale of typewriter attachments and sale of typewriter attachments and supplies, the Hills Manufacturing Co. of Salt Lake City filed articles of incorporation recently. The company has a capital stock of $100,000. Lewis S. Hills is president, Eugene T. Hills vice-president and Edgar S. Hills secretary-treasurer.

St. Joseph, Mo.

M. O. Plowman, fifteen years local agent for the Smith Premier Typewriter Company, has been promoted. Beginning November 1st he will be the company's agent at Omaha, having general supervision of the company's business in Nebraska and parts of South Dakota and Iowa.

* * *

George A. Maloney, formerly with the Smith Premier Typewriter Company in Indian Territory, with headquarters at Muskogee, has been promoted to the management of the St. Joseph, Mo., office of the same company, succeeding M. O. Plowman.

St. Louis, Mo.

(By our special correspondent.)

M. K. Deale, for many years manager of the Remington Typewriter Company in St. Louis, according to advices, located in the East, and although we are not advised of the nature of the change, we take it he is still engaged with the Remington Typewriter Company, for whom he has so long and faithfully labored. Mr. Deale is evidently connected with the executive offices of the company, from which he deserves one of the best berths due a man so loyal and faithful.

* * *

The Rebuilt Typewriter Company has been organized here, with a capital stock of $2,000 to deal in typewriters and supplies. The incorporation papers give Ernest M. Best, Dave Foster and Arthur C. Lawler as stockholders.

* * *

Geo. O. Hall, of the repair department of the Patterson-Wiley Typewriter Company, has been promoted to foreman of the department. This promotion is due to Mr. Hall's ability to accomplish something with the work placed in his care.

* * *

The Densmore Typewriter Agency, under the management of J. C. Brand, is doing a good business with this good machine, and although some of their competitors are trying to give the public the impression that the Densmore machine is not being made any more, they seem to be selling just the same. You can't down a worker.

* * *

George Barr of the Typewriter Exchange has not as yet returned to his duties as foreman, his arm being in such a condition that work is an impossibility.

San Francisco, Calif.

(By our special correspondent.)

B. M. Leadley has entered the city sales force of the Remington Typewriter Company at San Francisco.

* * *

H. M. Malpas has joined the Remington Typewriter Company with the sales division, with headquarters at San Jose, Cal., under San Francisco.

* * *

Geo. C. Bornemann, the active agent of the Blick Company, is making things hum for his company on the coast, according to reports received from there.

* * *

We are pleased to hear from our friends, "the Alexander Brothers," as they are popularly known, and to learn that they were successful in landing the "first good-sized order given by the school board."

Syracuse, N. Y.

(By our special correspondent.)

The Smith Premier Typewriter Company received a cablegram from Berlin recently indicating that Miss Mendelsohn won first prize on a Smith Premier typewriter at the Office Appliance Exposition recently held there.

* * *

W. L. Smith, vice-president and factory manager for the L. C. Smith & Brothers Typewriter Company, was a visitor at the National Business Show, and evidently saw many things there that surprised him, for we understand that he was amazed at the popularity of these affairs and the real seriousness of their purport. M. T. Frisbie, the company's advertising manager, was also an interested visitor.

We are sorry that the head of this institution, Mr. L. C. Smith himself, has not had an opportunity of visiting one of these affairs—or rather

WALKER'S VERTICAL CABINETS

DAVID D. WALKER COMPANY

MANUFACTURERS TO THE TRADE ONLY

21 Quincy Street, Chicago, Ill., U. S. A.

Two large factories devoted exclusively to making **Vertical Cabinets.**

Made in **two, three** and **four drawer letter** size; **four** drawer **Cap,** and **five** drawer Bill size,—solid or with **detachable** sides, as shown above.

PLAN OF CONSTRUCTION

Built to extend laterally, sections being joined together, making one solid cabinet.

APPEARANCE

Quarter sawed oak fronts, panelled oak sides and finished backs. Solid oxidized brass trimmings. Extension slides on all drawers.

FEATURES

All drawers and slides are fitted with rubber buffers.

Mechanically perfect. They will not warp or bind.

MODERATE PRICE

HANDSOME STRONG

Our Cabinets are as near perfect as the best labor and material can make them.

DEALERS

Write us for catalogues, terms, territory and full dealership proposition, the

BEST EVER MADE DEALERS

YOU CAN WALK AWAY WITH THE COIN

IF YOU SELL THE

PROTECTOGRAPH

BUT THE CHECK RAISER DON'T

Stand any Show

IT IS BECAUSE YOU CAN DISPLACE ANY OTHER SO-CALLED "CHECK PROTECTOR" WITH THE

PROTECTOGRAPH

THAT WE WANT YOU TO WRITE TO-DAY FOR OUR SURE SELLING ARGUMENTS FREE ON REQUEST.

G. W. TODD & CO.

36 Exchange St., Rochester, N. Y., U. S. A.

TYPEWRITER NEWS.—Continued.

the one just concluded, which was probably more interesting to typewriter men than any ever held at the Garden.

* * *

Harold Dean Tew, who has been with the Elliott-Fisher Company for the past year and a half, has accepted a position with the Smith Premier Typewriter Company.

* * *

E. W. Eurich, formerly with the Elliott-Fisher Company for some nine years, has lately accepted a position with the Smith Premier Billing Machine Department.

* * *

The $1,000 World's Trophy, donated by the Typewriter Trade, with one or two exceptions, was on exhibition at the Madison Square Garden, in the booth of this magazine, and was a surprise to many of the trade, even including the donators, who did not expect that collections could have been secured for such a massive and handsome prize. It being a perpetual prize, the donation by the manufacturers was well spent.

The donators were as follows:

Blickensderfer Mfg. Co., Stamford, Conn.
Columbia Typewriter Mfg. Co., New York.
Elliott-Fisher Company, New York.
Fox Typewriter Company, Grand Rapids.
Hammond Typewriter Co., New York.
Kee-Lox Manufacturing Co., Rochester.
Mittag & Volger Co., Park Ridge, N. J.
Monarch Typewriter Co., Syracuse.
Remington Typewriter Co., New York.
Royal Typewriter Co., New York.
Secor Typewriter Co., Derby, Conn.
Smith Premier Typewriter Co., Syracuse.
E. C. Stearns & Co., Syracuse.
Underwood Typewriter Co., New York.
A. B. Dick Co., Chicago, Ill.

* * *

S. B. Hall, traveling representative for the Monarch Typewriter Company, has returned to Syracuse after an extended tour and reports that business was never brighter.

* * *

From outside appearances the Smith Premier have nearly finished the building of the shipping room adjoining the eastern part of the typewriter building.

* * *

Mr. Oscar Woodward and Mr. Ballou, the mechanical experts of the Union Typewriter Company, of New York, paid Syracuse a visit during the past month.

* * *

The Monarch Typewriter Company are doing the largest business since the plant was put into operation. One shipment to the London office during the past month exceeded 200 machines.

* * *

Frank Clark, an old Underwood and Remington man, has taken the agency for the Monarch at Elmira for the Monarch machine.

* * *

HUSH!! (On the quiet.) **There is going to be something doing in the typewriter town, very shortly, and around the world, too. Who can guess? It promises to be the BIGGEST affair Syracuse has had in many days. Watch "OFFICE APPLIANCES" for the first report of the big gun.** We know, but we won't tell.

* * *

L. C. Smith, while engaged in many enterprises, has time to look after city affairs. Mr. Smith is president of the Republican Committee. At a recent meeting he said: "No blot should be permitted to stain our far-famed municipality. If so permitted, each and every one will be held accountable for not doing that which would have prevented the gloom to be spread over Syracuse." It goes to show that Mr. Smith is interested in Syracuse as well as typewriters.

* * *

C. R. Berry, purchasing agent for the Monarch Typewriter Company, resigns his position to engage in the laundry business. He will be one of the stockholders and general manager of the Boston West Wash Company, located at 913 S. Salina street. His new duties commence Nov. 1st.

* * *

The employes of the Monarch Company will give their second social and dance at the New Valley House on Nov. 18th.

* * *

The L. C. Smith & Brothers Typewriter Co. report that they are way behind with orders and indications would point to this by the amount of machines they are obliged to send by express.

Sedalia, Mo.

Jno. C. Synnamon, formerly of Sedalia, has been promoted to the management of the Smith Premier Typewriter Company's office at Muskogee, covering the Indian Territory field.

Toronto, Canada.

(By our special correspondent.)

T. J. Coo, late special representative for the Monarch Typewriter Company, takes charge of the Underwood Billing Department of the United Typewriter Company, Ltd., Toronto, Ont., on November 1st. Mr. Coo is one of the best known typewriter men in the country, and is specially adapted to the billing machine line.

* * *

Harold Jarvis, formerly of Buffalo, and the inventor of the Jarvis Tabulator, is now connected with the United Typewriter Company at Toronto.

* * *

Geo. Hutch'nson, late of the Smith Premier

CARBON PAPER FACTS

No. IV.

Sometimes I believe that some people like to be fooled, but fortunately they are dying out. What is the good of talking about the secret processes of carbon making? Every one of us use about the same papers, inks, etc, it is all perfectly simple. Test carbon paper yourself, never mind the secret nonsense, decide by results; then compare prices.

I will be glad to send you samples and prices.

Goods back and money refunded if not satisfactory.

A. L. Foster, President.

MANIFOLD SUPPLIES CO.

55 WARREN ST., N. Y.

"Du-Ra-Bul"

Typewriter

Ribbons

Never Make Your Customers Angry. No One Will Ever

"Call You Up to Call You Down"

Because You Sold Them

With the discriminating ribbon user

Quality-Wear-Perfect Work

are things he finds nowhere so much as in

"Du-Ra-Bul" Ribbons

Ribbons that are known as **"Something just a little better"**

You Owe It to Yourself to Learn of This Brand

AMERICAN AGENCIES

Hartford	Harrisburg	Buffalo	Omaha
Toledo	Kansas City	Chicago	St. Joseph
Cincinnati	Detroit	Pittsburg	Springfield
Baltimore	Columbus	Philadelphia	Providence
Boston	Cleveland	Minneapolis	Grand Rapids
St. Louis	Washington	Los Angeles	Albany

Nothing has so much to do with the making or marring of a letter as a typewriter ribbon, and our ribbons do not mar — *they make.*

New York City Representative
The Ransom-Parker Co., 57 Warren St.

THE DODGE COMPANY

Manufacturers

SYRACUSE, N. Y., U. S. A.

TYPEWRITER NEWS.—Continued.

Typewriter Company in Hamilton, has joined the Underwood staff, taking charge of the supply department.

• • •

The employes of the United Typewriter Company, Toronto, have organized an athletic club, and it is intended to make the club a social as well as sporting organization. Two euchre parties have already been held. In November the club will hold its first annual road race.

• • •

E. R. Hyland, manager for the Monarch Typewriter Company at Toronto, spent a few days at the company's factory in Syracuse recently, and left behind him some awfully good impressions. Mr. Hyland is one of the most enthusiastic and energetic men the company has, and the Monarch company should be proud to "own him."

• • •

In addition to the charge brought against Alexander Watson for alleged fraud by John C. McGinnis, manager of the Oliver Company, who paid Watson $200 to secure him the position, the Oliver Typewriter Company for Canada has charged Watson with the alleged theft of two typewriters and $150 in cash from the company. Watson is awaiting trial in Quebec.

• • •

The Remington Typewriter Exhibit at the Canadian Industrial Exhibition was the most complete display of typewriting machines ever seen in the Dominion of Canada.

Vancouver, B. C.

(By our special correspondent.)

W. O. Webster, forever and anon a representative of the Underwood Typewriter Company, is handling that machine successfully in British Columbia, working for the local agents for that machine, the Clarke & Stuart Co., Ltd., general stationers and office appliance agents.

Washington, D. C.

(By our special correspondent.)

C. N. Wilcox, for the past six years in charge of all the typewriters in the Interior Department of the U. S. Government, about 800 in number, has resigned his position and has associated himself with the Typewriter & Office Supply Company of this city, general office appliance dealers and agents for the Victor and Sun typewriters, the Addressograph and Mechanical Accountant, and other supplies. Mr. Wilcox is certainly well fitted to look after the mechanical department of such a concern, a most important adjunct to the success of any agency.

Utica, N. Y.

A. W. Steates, Jr., of A. W. Steates & Co., of Utica, N. Y., was in New York recently and visited the Business Show. He reports the typewriter business in Utica as very good.

Watertown, N. Y.

Roger C. Eastman, a salesman covering the northern district of New York for the Oliver Typewriter Company, with headquarters in Watertown, is prominently identified with the United Commercial Travelers' Association.

Worcester, Mass.

O. L. Clough, a new man in the typewriter business, is traveling for the Oliver Typewriter Company out of Boston, making his headquarters in Worcester.

Winnipeg, Man., Canada.

The firm of Baker & Gregg, the two young hustlers for the Monarch typewriter, are certainly making themselves very strong as Monarch agents in this territory, according to reports and the evidence in print, which they recently sent to the mail.

Montreal, Canada.

W. M. Hall, of Montreal, agent for the Smith Premier Typewriter Company, was in New York during the week of the show and visited Madison Square Garden.

Halifax, N. S.

A. M. Frazer of Halifax, agent for the Smith Premier Typewriter Company for the Province of Nova Scotia, New Britain and Newfoundland, was in New York recently, and visited the Business Show.

Ottawa, Canada.

E. R. McNeill of Ottawa, agent for eastern Ontario for the Smith Premier Typewriter Company, paid a visit to New York recently, and took in the Business Show at Madison Square Garden.

Chicago, Ill.

B. W. Prince of the Underwood Company went to New Hampshire to attend the funeral of his mother last month.

• • •

Some interesting news comes from Miss Ganzer, the employment manager at the Underwood establishment, to the effect that salaries of stenographers have increased about 20 per cent in the past year. From an average of $8 last year, salaries have mounted until $12 or $13 is the midway figure. Miss Ganzer says there are no $5 stenographers to be had, very few who will work for $6 or $7, and not too many applicants for positions which pay from $7 to $12. This is encouraging—for the stenographer. The employment department shows an increase of 80 per cent over the business of last year.

• • •

The Underwood Company report excellent sales and view the future optimistically. Their country

The Most Profitable Line to Handle is the One Which Gives Satisfaction

Sterling

Quality Products

is the Line that stands for Quality with the latest ideas in filing Devices and Office Furniture in Sheet Steel.

Office, Bank, Library, Courthouse and Schoolhouse Equipment.

Our new catalogue is fresh from the press. A postal will entitle you to it. Write right now.

The

Canton Art Metal Co.

CANTON, OHIO

Eastern Office, 25 Ann St., Cor. Nassau, New York
Western Office, 253 2nd Ave., So., Minneapolis, Minn.

TYPEWRITER NEWS.—Continued.

sales-force has suffered a shaking up. There have been several promotions. P. P. Zerfass, formerly their agent at Peoria, has been transferred to Davenport. He was succeeded by F. A. Thiele, formerly of Galesburg. Zerfass' sales for the first month compared favorably with the average of his predecessor for four years.

* * *

Walter C. Hamilton, for three years manager of the Remington Company's employment department, has been given a position on the sales force and sent to Rockford, Ill. He is succeeded by Howard N. Clark, formerly superintendent of schools at Hammond, Ind.

J. K. Mowers of the same firm is happy in the birth of a baby boy.

Morgan M. Deale of the executive offices of the Remington Company in New York, made a flying visit to this city last month.

* * *

The removal of the Typewriter Emporium, owned by Mr. E. W. S. Shipman, from Fifth avenue, where they have been located for some time, to the "Office Appliance District," on upper Dearborn street, is another indication that this street is fast becoming the center of the trade.

The Typewriter Emporium maintains two offices in Chicago. One is a retail store at 152 LaSalle street, in the district formerly occupied by many of the typewriter companies, and their wholesale quarters and general offices are now located at 92 and 94 Lake street, corner Dearborn.

The location is on the northeast corner of Dearborn, corner of Lake, occupying the entire third floor of the building, which is close to the elevated tracks, and naturally good advertising will result from the signs displayed in the windows. The new quarters extend some 100 feet or so along Dearborn street, and 25 feet on Lake, with windows on two sides, thus making an exceedingly bright and well lighted office for the handling and repair of writing machines.

Mr. Shipman has gone to considerable expense in fitting up the new quarters, and will, when completed, have one of the best equipped typewriter offices, from a wholesale standpoint, in the West.

When the new quarters are completed more consideration is to be given the wholesaling of typewriters, in addition to their already very large retail business.

* * *

The Rockwell-Barnes Company, on Wabash avenue, are doing an exceedingly large retail typewriter business. Manager Bockfinger, who has been looking after both the supply and typewriter departments of this concern, has placed M. W. Hard in direct charge of the typewriter sales, and has also made several other changes in the repair departments that will add greatly to the betterment of the company's business.

The Rockwell-Barnes Company enjoy a large clientele throughout the United States, due largely to their broad advertising.

Manager Bockfinger has been with the company some two years and has shown an exceedingly good increase in the company's business under his able management.

Kansas City, Mo.

The Joseph Rach Office Equipment Company of this city, one of the finest office supply stores in the country, have accepted the agency for the Royal typewriter for Kansas City and surrounding territory. This firm is one of the most enterprising in the West, and that they will make the Royal a popular machine in their district goes without saying.

Ilion, N. Y.

James Barrett, manager of the Remington Typewriter Cricket Club, has resigned his position at the works and accepted a position at Lowell, Mass.

* * *

Irving L. Stedman, who took a complete course in the Remington Typewriter Repair School at Ilion, and who went to New York last June, has been advanced to the position of repairer at the New Castle, Pa., office of the Remington Typewriter Company.

* * *

Morris Johnson, who went to New York in April of this year for the Remington Typewriter Company, has gone to Chicago to take a position with the Wahl Adding Machine Company as a repairer.

* * *

The Remington Typewriter course of entertainments opened in this village on October 24th, and from the large sale of tickets it will have the best of patronage. An unusually strong list has been secured, among which is Hobson, of Merrimac fame, who will be here later in the winter.

* * *

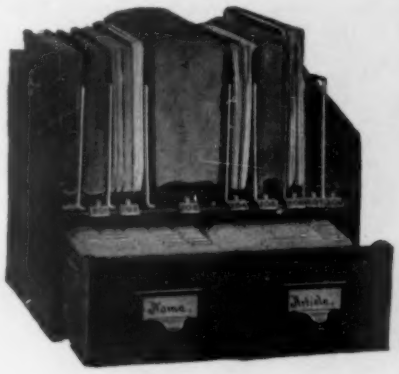
Maurice W. Doyle, of Ilion, N. Y., lately of the New York City office, has taken charge of the repair department at the Winnipeg branch of the Remington Typewriter Company, Ltd.

* * *

Some months ago an unknown donor gave to this village the sum of $25,000, and a little later added $5,000 more for the purpose of building a hospital. The offer was accepted, the preliminary work attended to and last week the contracts were let. All the residents wondered who had made this munificent offer, but the donor did not wish his name disclosed. Pressure was brought to bear, and the name of the donor has been announced as that of H. H. Benedict, of the firm of Wyckoff, Seamans & Benedict, manufacturers of the Rem-

Patented

The Wells Adjustable Catalog Cabinet

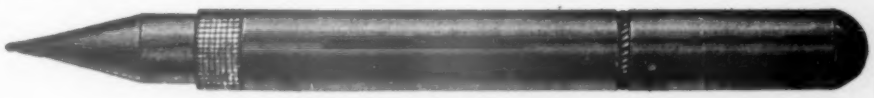


The Index

The best known method of filing, indexing and classifying catalogs easily adjusted to any size catalog, pamphlet or booklet. No space wasted. Instantaneous reference. Roll curtain or swing door front, dust proof cabinets carried in stock in various sizes. Made in quartered white oak, rich golden finish, water rubbed and handsomely polished. This is recognized as **the best catalog cabinet** manufactured. **All dealers** in office furniture can handle this line with profit. Write for illustrated catalog and trade discounts.

Joseph S. Caldwell, 248-252 TALLMAN STREET SYRACUSE, N. Y.

THE FLUID PENCIL (Made in England)



No. 2 Medium Size

ILLUSTRATION FULL SIZE.

Made in three sizes: No. 1, $1.50; No. 2, $2.00; No. 3, $2.50. Can be carried in any position without fear of leakage. Furnished in either red or black vulcanite. All Fluid Pencils have platinum point and spring needle and are GUARANTEED to give perfect satisfaction.

ECKEL & COMPANY, 39-41 Cortlandt Street, New York City

Write for Circulars and Trade Discount.

We want dealers and agents—good—live—hustling—walking—talking men—to

SELL THESE TWO NEW OFFICE DEVICES

Pat'd.

"Invincible" 'Phone Registers

keep records of all phone calls, without use of paper and pencil. Registers only actual call and connections. No tampering; no disputes with the telephone company. WILL RECORD UP TO 1,000 CALLS. You can't do without it where you use the MEASURED SERVICE. Made of sheet steel, highly polished, strong, simple and quickly attached to any phone. Made in two styles, either for desk or wall phone.

Price, postpaid $1.25.

COUNTS CALLS—SAVES MONEY

"Invincible" Receiver Holder

lets you use both hands when telephoning. It opens or closes switch hook automatically. You need not touch it with your hands. Made of cold rolled steel, highly polished and is quickly and easily attached to your telephone. A big seller, particularly in offices where telephone orders are received or given extensively.

Price, postpaid 75c.

SAVES TIME—TEMPER—LABOR

Pat'd.

WRITE TO-DAY FOR PARTICULARS AND TERMS

GRAEBER-ENTRIKIN MANUFACTURING COMPANY, Inc.

Manufacturers of The "Invincible Cash Register Pay Station" and Telephone Equipment

DEALERS IN "EVERYTHING ELECTRICAL"

Suite 501-502 Keith's Theatre Building, No. 1116 Chestnut Street, - PHILADELPHIA, PA.

TYPEWRITER NEWS.—Continued.

ington typewriter, a man who was a former resident of this village, and through the early associations has had the interest of the place at heart, and as in the past has made many large contributions to many worthy enterprises in his old home town.

• • •

Miss A. R. Wandell, formerly bookkeeper to Mr. E. R. Thomas, subsequently filling the same position with Mr. Manning, when he was with the Underwood Company, and more recently bookkeeper and cashier with the L. C. Smith Bros. & Co., was taken seriously ill with pneumonia a few weeks ago. She left the New York office of the Smith Bros. Co. on a Friday and died on the following Saturday. Her sudden death came as a great surprise to all who knew her. Mr. Humphreys, manager of the L. C. Smith Bros. typewriter, says that she was one of the best bookkeepers he ever had, and he misses her and her good work very much.

• • •

The L. C. Smith & Bros. Typewriter Company are making some alterations in their New York office. The demonstrating room is being enlarged to make room for the wide carriage machines, which are daily expected. When completed Mr. Humphreys will have a fine place, which will afford him ample opportunities for the display of the many advantages of the L. C. Smith typewriter.

• • •

Several changes and improvements have been made in the Stearns Visible Writer. They now have a solid one-piece carriage, doing away with the braces formerly on the machine. It has taken away a good deal of the nickel part, and improves the look of the machine very much. The Stearns is the only machine which has a complete decimal tabulator actuated by one lever. Mr. Thomas, the New York agent of the machine, reports good business for the past month, and prospects are most encouraging for the remainder of the year.

• • •

A great impetus to Touch Typewriting has been given by the wonderful exhibition of fast writing by Miss Fritz, Mr. Blaisdell, Mr. Trefzger and the other operators. The magnificent trophy presented by the typewriter trade through the auspices of "Office Appliances" is now on exhibition in the windows of the Underwood Typewriter Company, where it is hourly drawing large and interesting crowds.

• • •

G. M. Guest of the L. C. Smith & Bros. Typewriter Company in Brooklyn, on November 1st delivered a lecture at the Brooklyn Y. M. C. A. on "The Business Man and the Stenographer."

• • •

We are informed that the Monarch is making rapid strides in the English market. The Vacuum Oil Company of London have placed a second contract with the Monarch Typewriter Company for fifty more of the Monarchs.

• • •

Mr. J. N. McLaughlin, formerly salesman for the Wellington Typewriter, has joined the staff of the Monarch Typewriter with a New York City territory.

• • •

James V. Westervelt, formerly salesman with the Underwood Typewriter Company, has accepted a position in a similar capacity with the Monarch Typewriter Company.

• • •

W. F. Garvey, formerly manager of the Fox Typewriter Company in Brooklyn, has joined the staff of the Monarch Typewriter Company's sales force.

• • •

The Smith Premier Typewriter Company have made some alterations in the arrangement of their ground floor offices. The employment department has been moved to the central part of the main floor, and Mr. King has removed his office to the rear, where he has a splendid place in which to welcome his visitors.

• • •

Guy V. Waite, formerly assistant salesman at the Underwood Typewriter Company, is now salesman with the Monarch Typewriter.

• • •

The Employment Department of the Monarch Typewriter during the past month has done a highly satisfactory work and placed a large number of people in good positions. Mr. Frank Sholes is waking things up in the Monarch office, and reports that October was the largest month for the sales, and showed a considerable increase over the same month last year. Mr. Sholes is beginning to feel at home in New York, and is gathering around him an energetic staff of salesmen.

• • •

Mr. G. F. Watt, manager of the Elliott Fisher Company, accompanied by Mrs. Watt, returned from Europe on the Carmania. They arrived in the best of health on the 30th of October.

• • •

Mr. Ramer of the Wholesale Typewriter is doing a large business these days. He was very busy during the Business Show, having a large number of out-of-town dealers visit him. They all seemed surprised at the huge stock of machines on exhibition.

• • •

W. Y. Fosdick, formerly with the Underwood Typewriter Company, has recently joined the staff of the Monarch Typewriter as salesman.

• • •

Mr. Kendall of the Elliott Fisher Company, assisted by a staff of demonstrators, attended the convention of railway managers at Atlantic City held recently.

• • •

The Madewell Supply Company of 220 Broadway are bringing out a new typewriter fastener called the "Redwell." It consists of four brass cups with felt pads adapted to the rubber feet of any typewriter. The felt pads are screwed to the rubber feet of the machine. The two front brass cups revolve about a quarter of a turn so that when the felts are placed in the cups the two front ones are turned slightly, thus securely fastening the machine to the desk. They may be turned in a moment and the machine removed very quickly. These pads decrease the noise of the operation of the machine very much, and they obviate the necessity of drilling holes or otherwise marring the desk.

• • •

Mr. Albert Bryce, formerly general manager of the Hammond Typewriter Company, has taken charge of the sales department of the Sun Typewriter Company. He will have his headquarters in New York. At present he is laying out a complete plan of organization, and we may expect to hear of something doing with the Sun machines as soon as Mr. Bryce can get in his fine work.

• • •

Mr. Nelson A. Miller, advertising manager of the Underwood Typewriter Company, will leave New York about the middle of the month for a trip through the West in the interests of the company he represents.

• • •

Arrangements have been made to exhibit the Underwood Typewriter at the forthcoming business show in London. In all probability Miss Fritz will attend and show the "natives" what rapid manipulation of the Underwood typewriter really is.

• • •

The address given by Mr. Guest of the L. C. Smith Bros. Typewriter Company at the Y. W. C. A. at Brooklyn on November 1st was listened to with much attention by about 200 young women. He spoke of the average business man as being usually found to be courteous and considerate if given a fair opportunity. That punctuality, absolute fidelity, dignity of demeanor and a personal interest in the affairs of her employer was always expected of a stenographer. She should be willing, alert, accurate and above all neat. Shorthand and typewriting afforded a refined vocation with favorable hours and surroundings. The compensation as compared with other classes of employment was good, and the chances for advancement and educational improvement were great. In fact stenography offered a noble career for a noble woman.

• • •

M. S. Eylar of the Underwood Typewriter Company is on a trip to the Coast. He started about the end of October and will be absent from New York for several weeks.

• • •

Syracuse, N. Y.

Mr. C. L. Solder, assistant manager of the L. C. Smith Bros. Typewriter Company, was in New York recently. He left New York on the 9th of October to be married on the 12th. He journeyed to Henry, Ill., to take one of the charming Illinois ladies.

• • •

Mr. W. L. Smith, of the L. C. Smith Bros. Typewriter Company, was in New York recently and spent several hours at the Business Show.

• • •

M. T. Frisbee, advertising manager of the L. C. Smith Bros. Typewriter Company, with Gardiner Chamberlain, of the firm of W. H. Chamberlain & Co., of Syracuse, paid a visit to New York during the Business Show, and while there spent some hours inspecting the exhibits at the Garden.

• • •

Pittsburg, Pa.

E. N. Brice, the manager of the Pittsburg office of the L. C. Smith & Bros. Typewriting Company, was in New York recently on his way to Connecticut to visit his relatives.

• • •

St. Louis, Mo.

It will be of interest to note that on a late tour of Europe Mr. Holbrook, of the Holbrook-Blackwelder Real Estate Company of St. Louis, with his family, a chauffeur and automobile, included a private secretary and a Royal Standard Typewriter, thus combining pleasure and business to the maximum furtherance of both and to the minimum detriment of either. Keeping a "log book" of the extended trip, which covered Holland, France, Italy, Germany, Belgium and England, at the same time not losing sight of important correspondence as it came by mail and wire and again creating the wonder of foreign curiosity for American ingenuity and practicality in the manufacture of modern writing machines.

Do Not Expectorate

on your envelopes to seal them. We do not, you should not. We will send you a

Guaranteed Envelope Moistener For $1.00

Full Particulars upon Request

McClellan Mfg. Co.
Elmira :: New York

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

THE
College Note-Book RINGS
Made by
THE MORDEN M'F'G CORPORATION

are the most serviceable and elegant addition to the Students' or Stenographers' Note-Book obtainable. They open wide if desired, yet close securely. **Very Strong! Easy to operate.** Finely Nickeled.

Made in ½ inch, ⅝ inch, ¾ inch, 1 inch, 1⅛ inch sizes (inside diameter). Price, $5.00 per hundred.

LIBERAL DISCOUNTS TO TRADE

Samples Mailed to any Address for 10c pair

Address, Morden M'f'g. Corporation, Waterbury, Conn.

Many Carbon Paper Dealers

Have never had the pleasure of examining the kind of carbon paper that we make. We do not agree to send you a full box of it—ours cost something to produce—but we will gladly send you liberal samples for testing purposes, if you are interested.

Name on Every Sheet

If you buy Carbon Paper in quantities—10,000 or 20,000 sheets at a time—either boxed or in the flat Ream, we are in a position to supply almost any quality — in any finish—with your own special brand or Trade Mark on *every individual sheet.*

We Make Ribbons Too—Good Ones

A full set of samples, also a specimen sheet of our "Printed Carbon" will be promptly sent on receipt of your inquiry.

COLUMBIA Ribbon & Carbon Mfg. Co.

(Originators of Perfect-Coated Carbon)

299 Broadway, NEW YORK, N. Y., U.S. A.

TYPEWRITER NEWS.—Continued.

L. M. Norton, manager of the Royal Typewriter Company in St. Louis, reports finding business for Royal machines here and looks for big future business with this product.

San Antonio, Texas.

W. R. Shaw, Jr., who has for the past six months been manager of the typewriter department of the Maverick-Clarke Litho Company of this city, has been promoted to the position of traveler for the Oliver Typewriter Company direct, handling the southwest Texas territory, with headquarters at San Antonio. Mr. Shaw has just returned from a week spent in the general offices of his company in Chicago and has entered upon his new duties with a spirit that cannot fail to spell success. His many friends of the typewriter fraternity wish him every success in the world.

* * *

The former agency arrangement between the Oliver Typewriter Company and the Maverick-Clarke Litho Company of this city has been terminated, and Messrs. C. M. Conover & Co., the office furniture people of this place, have been appointed selling agents for the Oliver in this territory. It is understood that these people have placed a large order for machines, which are now on the road to them, and they have opened a regular typewriter department, with Mr. T. V. Mashburn in charge, and they confidently expect to make the other typewriter men in this territory sit up nights trying to figure out how they can get just a little of the business.

Rochester, N. Y.

C. J. Brown, the manager of the Rochester branch of the Underwood Typewriter Company, recently appointed, is bringing matters very nicely into shape.

Toronto, Canada.

Mr. J. J. Seitz, manager of the United Typewriter Company in Canada, and agent for the Underwood Typewriter Company, was in New York during the Business Show.

* * *

Mr. Kennedy, the advertising manager of the United Typewriter Company and the well known school man, was in New York during the Business Show. He was highly pleased to see his former pupil, Miss Fritz, carry off all the honors.

Frankfort-on-the-Maine, Germany.

Mr. J. Mugli, the general agent for Germany of the Underwood Typewriter Company, has returned to Germany imbued with American ideas on all kinds of office devices and labor saving appliances. He is thoroughly energetic and left no stone unturned to get well posted on everything new. We were delighted to make his acquaintance, and hope he will come back again soon. His son will remain here until next May, preparing himself in all details of the billing and bookkeeping typewriters, and getting a complete knowledge of all the different machines.

Syracuse, N. Y.

Frank M. Clark, of Elmira, N. Y., has enlisted his services with the Monarch Typewriter Company, under the manager of the Syracuse sales office. Mr. Clark comes well recommended. He has been looking after the Elmira territory for the Underwood Company for some time, and now expects to Monarchize some of his old friends.

* * *

The Monarch Typewriter Company had the pleasure of entertaining H. G. Cambridge, general manager of the Monarch Visible Typewriter Agency for Australia, with headquarters at Sydney, for a week or so during the past month. Mr. Cambridge is the man who made a record something like a year ago for the largest single order for typewriters ever sold in the Southern Hemisphere up to that time. He reports the Monarch business on the Australian continent very promising. Mr. Cambridge came via the Pacific Ocean and will return via the Atlantic Ocean, having in his trip gone around the globe. He left Sydney on the second of September, and will return via London; date of arrival at Sydney not yet known. Mr. Cambridge is a Londoner by birth, and made his first record as a typewriter man in that city. It was because of that record quite largely that he was sent to Australia ten or a dozen years ago, since which time he has made for himself a reputation as one of the very best typewriter men in that country.

TO SUBSCRIBERS.

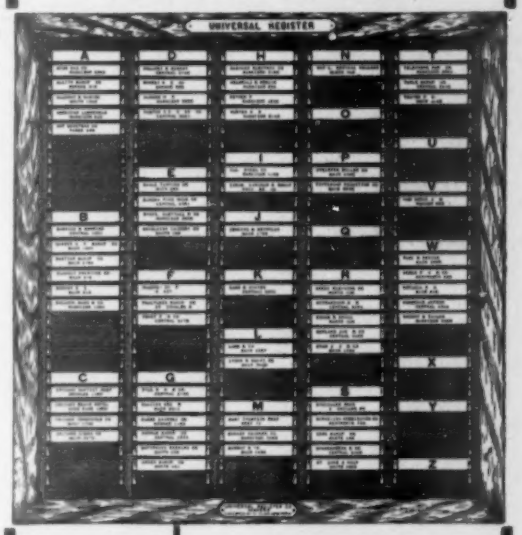
Special attention is called to the privilege we offer those who desire to "stick by their trade journal" to subscribe for a period of five years for only $5.00. We have many who have taken advantage of such an offer. Start with the new year!

The Universal Card Register

HAS A 1,000 USES

Names changed in less time than it takes to tell about it here. Used by

Business or Professional Men



FOR

Telephone, Mercantile, Shop, Stock, Salesman or Employees Register

ALSO

Clubs, Societies, Church and Sunday School, Merit Boards

ALSO

Rosters fo Hospitals, Patients, Doctors and Nurses,

OR

FOR KEEPING CLASSIFIED LISTS of NAMES or SUBJECTS for any purpose WHERE QUICK REFERENCE IS WANTED.

NO TROUBLE

NO EXPENSE

NO WAITING

IF YOU ARE AN OFFICE APPLIANCE DEALER OR AGENT

you can find nothing for which there is so wide a field of usefulness as

THE UNIVERSAL CARD REGISTER

No office too large or small but from 1 to 5—10 or even 100 of these registers may be used.

This Register is a Big Seller

because it is so useful, economical and substantial.

ALWAYS IN SIGHT.

Names instantly taken out and corrected, or new ones added. Used by thousands of firms in connection with time clocks, etc., or as phone indexes hung on wall near phone.

GOOD PROFIT TO DEALERS

Write for **Discounts** and a full line of illustrated printed matter on **This and Other Devices.** We have a number of other "good things."

We have a plan of profitable **Co-operation with You** that is making big money for some of you dealers. Ask us to help you sell 'em. We'll explain it.

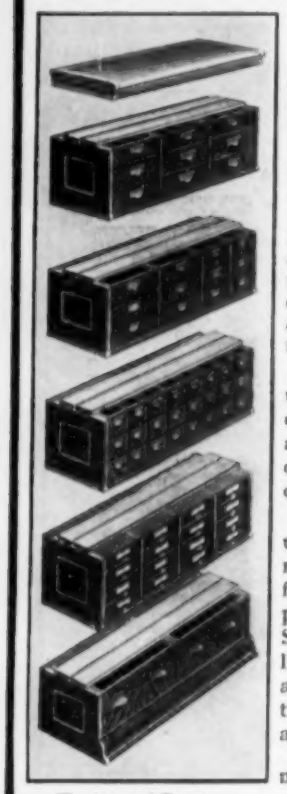
Universal Register Co.

212 S. Canal Street, CHICAGO

88 Center Street, NEW YORK

"ELASTIC"
Globe-Wernicke G/W Filing Cabinets

The Globe-Wernicke "Elastic" Filing Cabinet System



Horizontal Sections

Embraces within its scope every filing device of a practical nature that could possibly be of use in an office.

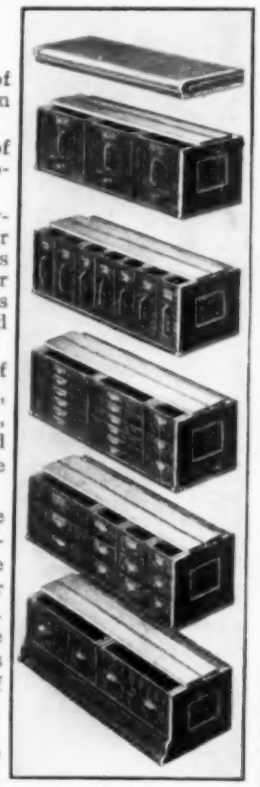
These are built in unit or sectional form—of which there are two kinds—horizontal and upright sections.

Of the horizontal units, there are over sixty-five different kinds and sizes described in our catalogue. These units are of such dimensions that, whether used separately or in small or elaborate combinations, symmetrical proportions and uniformity of outward appearance need never be sacrificed.

The upright or vertical sections are also of uniform height and include vertical letter file, card index, document, cap, bill-invoice, report, and storage sections. These interlock end-to-end only, whereas the horizontal sections are capable of both lateral and vertical extensions.

The Globe-Wernicke Co. are the originators of the unit idea as applied to filing cabinets, a statement which can be verified by referring to the first catalogue of sectional filing cabinets ever published, and which was issued by us in 1897. Since that time, the tremendous popularity of the line and its world wide distribution, furnishes ample evidence of the universal endorsement of the unit principle in general and the Globe-Wernicke adaptation and construction in particular.

Agencies in principal towns and cities. Where not represented, we ship on approval, freight paid.



Horizontal Sections

UPRIGHT SECTIONS

Write for Catalogue 807-Z

The Globe-Wernicke Co.
CINCINNATI

Branch Stores: New York, 380-382 Broadway; Chicago, 224-228 Wabash Avenue; Boston, 91-93 Federal Street

IT SELLS ON SIGHT WHY? BECAUSE IT'S MADE RIGHT

THESE BOOKS HAVE A
STATIONARY CARBON SHEET
This is one reason why they sell readily and why every first order means a repeat order.
A SELF-ADJUSTING CARBON SHEET
This carbon sheet falls into position as naturally as "A" follows "B"
NO DIRTY FINGERS. NO LOSS OF TIME.
SPECIAL DISCOUNTS AND FREE SAMPLES TO DEALERS
THE SIMPLE ACCOUNT SALESBOOK COMPANY
Sole Manufacturers, also Mfrs. of Counter Pads for Store Use.
FREMONT, OHIO

FURNITURE NEWS

(By Special Correspondence.)

Burlington, Iowa.

T. W. Case, superintendent of the Leopold Desk Co., was severely hurt by an automobile recently. He was thrown to the pavement and sustained scalp wounds.

* * *

The office furniture factory of M. L. Himmel & Son, 109 N. Frederick street, Baltimore, is to be extended through to Harrison street. The adjoining property necessary for the extension was recently purchased by this firm. The lot is 25 by 100.

Colorado Springs, Colo.

The Out West Printing & Stationery Co., of this city, have been making a special drive recently on Globe-Wernicke line of book-cases and filing cabinets, sending out special advertising of a high order.

Coffeyville, Kan.

The Coffeyville Lumber and Mfg. Co. has procured a site for its new factory, and will push forward with their new plant, where they will manufacture office fixtures, furniture, etc. H. F. Scheutz is president, J. W. Enders, vice president; C. W. Neville, secretary, and J. M. Woodward, treasurer.

Chicago, Ill.

The Andrews Revolving Desk & Drawer Co. has been incorporated for $2,500, with offices in the Rookery. They make desks, cabinets and furniture. M. Cash, A. L. Bancroft, Walter M. Johnson are the officers.

Cincinnati, O.

A new style desk has been placed on the market by the Proctor Furniture Co., of Knoxville, Tenn. It is known as the Tate Combination Typewriter and Writing Desk.

* * *

The Michigan Desk Co. has been incorporated in Grand Rapids for $50,000 under the management of J. Arthur Whitworth, making a specialty of office desks. Mr. Whitworth was formerly manager of the Grand Rapids Desk Co. and has associated with him here some of the leading business men of the town.

New York, N. Y.

The New York Partition Company of 289 W. 11th street has filed a petition in bankruptcy.

Ogden, Utah.

The Flewelling Building Co. of this city are making a specialty of manufacturing office partitions, fitting, etc., and are securing much of the local trade.

Pittsburg, Pa.

Through the Commonwealth Real Estate Company the Baker Office Furniture Company has leased from Benjamin Thaw the four-story brick building at 304 Wood street for 10 years at $6,000 per year. One condition of the lease is that Mr. Thaw is to put the building in first-class condition, making whatever repairs and alterations may be necessary. The

FURNITURE NEWS.—Continued.

Baker company was located on lower Wood street prior to the company's removal several years ago to Liberty avenue, near Ninth street. Last year the building it occupied on Liberty avenue was burned down, and since then temporary quarters on that avenue have been used. In a large measure Liberty avenue's loss of this company can be attributed to the general disinclination of Liberty avenue property owners to modernize their buildings to draw tenants. The Baker company was considering two locations on Liberty avenue, but the Wood street building was chosen because it is just as central as the others, the rent is proportionately no more and the owner stands the expense of alterations needed.

* * *

San Francisco, Cal.

The Phoenix Desk and Chair Co., the first exclusive office furniture house to locate in Greater San Francisco, has moved to its fine new store at 80 Geary street, between Kearny street and Grant avenue. They are having a genuine clearance sale to make room for their new goods.

* * *

SELL DESKS ABROAD.

The Fiege Desk Company, of Saginaw, Mich., markets its product in all parts of the world. It has representatives at the leading trade points in England, Holland, France, Germany, Austria, Italy, Spain, Egypt, Russia, India, Australia, Japan, South and Central America and Cuba. Of late the company has had several of its foreign representatives as its guests in Saginaw. Among these was John Althorp, of Buenos Ayres, who inspected the factory during the last week. He has represented the company in the Argentine Republic, the last two years.

The plant has now on hand more orders than it can fill this year. In the packing rooms now are $4,000 worth of desks in the "knockdown" crated for Cartagena, South America. A large amount of additional machinery is being installed that will materially increase the capacity of the factory. The desks are made in oak, walnut and mahogany. Most of the walnut desks go to France.

The success of the Fiege Desk Company is entirely due to its foreign trade and especially to its plan of shipping desks in the knockdown. For some years it was found difficult to induce foreign dealers to receive desks in this condition, but continued demonstration of its advantages to both parties has done away with this objection. The lessened freight charges and less liability to damage enables the American manufacturers to compete with any foreign market. It brings the price so that the desks can be put on the market at a lower cost than foreign manufacturers can produce desks of equal grade.

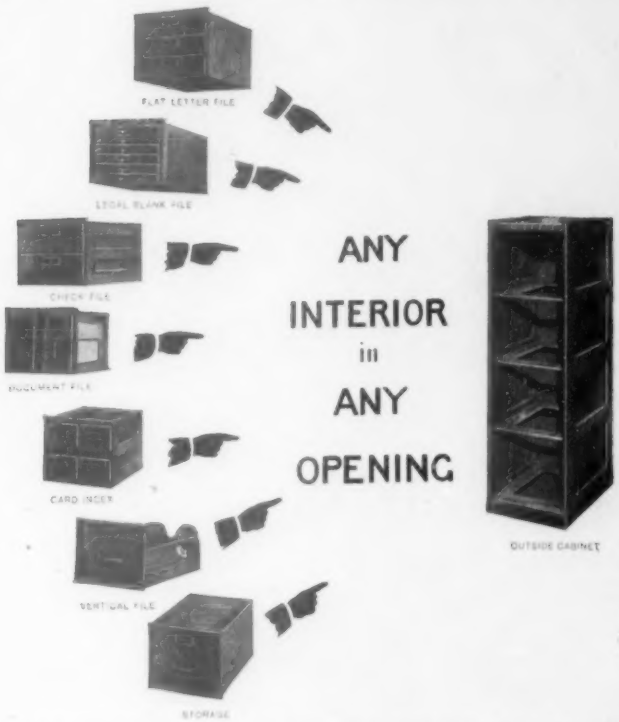
TYPEWRITER IS BANK CASE ISSUE.

The suit of the Polish National Alliance growing out of the losses in the failed Milwaukee Avenue State Bank may turn on the identification of the work of a certain make of typewriter. The testimony to-day dealt with a letter purporting to have been written by Paul O. Stensland to E. Z. Brodowski, former president of the alliance, which, it is alleged, is a forgery. Alexander G. Hugg, of Chicago, testified that the letter was written on a Densmore typewriter. The only machine in use in the bank, it is said, were the Remingtons.

Macey

Inter-Inter Filing Cabinets

PATENTED JUNE 4, 1907



These cabinets satisfy the most exacting demands of any business—large or small. Handsome appearance, combined with greatest capacity and convenience. Material, construction and finish, the best—Grand Rapids standard. A perfect, expansive equipment that will always harmonize with the original unit. Classify better, hold more, occupy less space and cost less than any other cabinets ever made.

CATALOG NO. X-4207 ON REQUEST. TRADE DISCOUNTS TO RELIABLE DEALERS.

The Macey Co.

GRAND RAPIDS, MICHIGAN

FORMERLY THE FRED MACEY CO., Ltd.

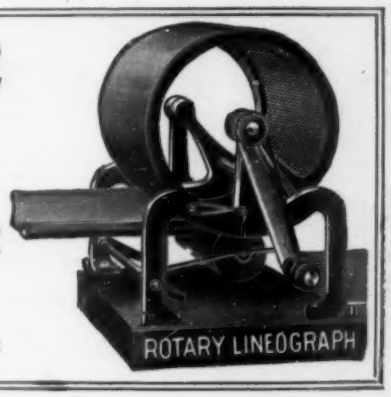
PUBLIC NOTICE TO THE TRADE

Write us for free copy of the decision of the U. S. Circuit Court of Appeals reversing the decision restricting sale of duplicating ink to persons using Rotary Neostyle.

THE LINEOGRAPH ROTARY OR FLAT DUPLICATOR

makes 1000 perfect copies, costs 100 per cent. less than similar duplicators, and has no license restrictions. Don't buy any duplicator until you have seen the Lineograph. Write for Circular.

THE LINEOGRAPH COMPANY, 112 Fulton St., New York



The Field It Covers

The complete straight-line key-board, removable platen, perfect alignment, delicate adjustment and wonderful durability of the

Smith Premier Typewriter

are advantages so apparent and so vital to good work that they have carried the Smith Premier into every business center throughout the world. This world-wide appreciation of The Smith Premier should at least prompt you to investigate its features before you buy. We send full information on request.

THE SMITH PREMIER TYPEWRITER CO.
Syracuse, N. Y. Branches Everywhere.

I. C. P. Co. RIBBONS AND CARBONS

WON THEIR POSITION IN FAVOR OF USER AND DEALER SOLELY UPON MERIT. THEY ARE SOLD UPON QUALITY. EVERY PENNY OF THE PRICE REPRESENTS VALUE IN GOODS. BACK OF EVERY PIECE THAT LEAVES OUR FACTORY IS OUR UNLIMITED GUARANTEE

WRITE FOR SAMPLES

INTERNATIONAL CARBON PAPER CO.

241-245 CENTER STREET : : : : : : : : : NEW YORK CITY, N. Y.

NEW COMPANY IS INCORPORATED.

Bayless, Pullen & Co. Will Open an Establishment in Nashville.

The Bayless, Pullen & Co. has been incorporated with a capital stock of $50,000. This new firm is to do a retail and wholesale business in books, office supplies, stationery, and to be bookbinders, stationers, printers and lithographers. The company is composed of Nashville people with one exception, and that one will from this time on be a citizen of this city. It has not been given out yet where the company will locate, but it is understood that a building in the central portion of town has already been leased, and all of the details settled preparatory to formally launching the new business.

F. P. Bayless, who for twelve years has been associated with the Brandon Printing Company, is one of the more prominent members of the firm, and J. E. Pullen, of Waverly, is another. Mr. Pullen was for fifteen years county court clerk of Humphreys county, and for the last few years has been cashier of the First National Bank of Waverly. Mr. Pullen will have entire control of the office business of the new firm and will shortly come to Nashville to take up a permanent residence. Levi J. Trousdale is another heavy stockholder, and D. J. Scott, secretary and treasurer of the Standard Snuff Company, is another.

THE MACEY PLANT.

(Concluded from page 43.)

protection and by means of automatic valves and machinery, the occurrence of a fire any where would set the whole system to work even though there was not a man within a mile of the plant.

Within the walls of this concern is manufactured everything that is required in an office in the way of recordkeeeping devices. Card indexes, filing systems and bookcases are their specialties, and there is no variation in these lines that they do not go into. One of the most interesting things about the system is the so-called "Inter-inter" idea, in this the various filing devices are arranged in skeleton units of standard dimensions, made interchangeable so that any desired combination can be produced. This construction enables the user to make a combination of small units of various kinds to suit present requirements, all housed in a single case in the most compact form. It obviates the necessity of starting in with a large cabinet filled with any one kind of a device, which affords too large a capacity at first. Neither is it necessary to make provisions for future expansion, as another outside cabinet may be added at any time and the interiors re-arranged, or added to, without limit.

Systems in use may be altered at any time, by merely changing the interiors to conform with new requirements, using the same outside cabinets as before.

The firm was formerly the Fred Macey Company, that dealt in mail order goods strictly. During this period of the firm's existence, practically all goods were merely bought and sold. As the business increased it became necessary to go into the manufacturing end, and this model factory was constructed. Shortly after the death of Mr. Macey the policy of the firm was changed and under the able management of Mr. Wernicke who has surrounded himself with aides that understand his ways and ideas, he has built up a wonderful business on the principle of handling the product through dealers only.

COMMERCIAL TALKING MACHINES

(By Special Correspondence.)

New York City, N. Y.

The appointment of a receiver has been made for the International Graphophone Company, a New York corporation, in an action brought by the Attorney General to dissolve the company, which has ceased to transact business. The plant and property were transferred to the Edison United Phonograph Co. James F. Lynch has been appointed receiver. The company was incorporated in 1889 with a capital of $5,000,000.

* * *

Henry P. Roberts, for 10 years as manager for the Columbia Phonograph Company in New York, has recently started into business for himself at 320 Broadway, where he makes a specialty of handling Columbia machines, new and second hand, and also handles his new attachment for the phonograph which allows a person to talk and "use both hands."

Mr. Roberts is very well acquainted in New York, has lots of friends and has already proved successful for himself.

He was an exhibitor at the New York Business Show recently closed, and was able to make some good business connections thereby.

* * *

The Natonal Phonograph Company has been doing a very heavy business recently, in fact, they cannot get machines enough to fill their orders. This is doing very well for the short time they have covered their territory. Miss Mattie Walker has recently taken charge of their demonstration department and is succeeding very well. Of course, this statement relates to the Commercial department of this company.

* * *

The Graphophone Company have removed their branch office from Providence, R. I., to Boston, and will cover this territory from the Boston office.

West Orange, N. J.

The National Phonograph Co. on Nov. 1st laid off 500 men in their manufacturing plant here, owing to the stringency of the money market, but it is expected that all would be in their places again by the 11th of the month.

SOMETHING NEW IN EDUCATION.

A new school has recently been opened at the suggestion of the Office Appliance Magazine, Chicago, Ill.

Elmira, N. Y., Aug.—There has been a long felt want for a school of office appliances and methods, where young men and women can learn the use of filing cabinets, and systems and how to operate the different office machines. Such a department was opened last year in connection with the business and short hand courses, taught at Meeker's School of Commerce, Elmira, N. Y., and started with an equipment of adding machines, cash registers, letter copying presses, mimeographs, multigraphs, (a new machine for writing circular letters by the thousand), and filing cabinets. Students are also taught the details of this work and the use of the loose leaf and card systems.

To the writer's knowledge, there is not a similar school in existence.

Housatonic-Barrington and Danish

Bond Papers

are made especially for commercial correspondence and all other business purposes.

The man who uses these Bond Papers for his business stationery will be satisfied with both quality and price.

Danish Bond for "Systems"

We make the Danish Bond in nine colors and white. To meet the demand for a first-class Bond Paper at popular price. To be used for "Systems" requiring a large variety of colors.

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A NEW Rotary Duplicator, using the stencil process. The simplest, cheapest and best Duplicator of its kind. Many more and better copies from one stencil. Weighs less—copies any size, from a post card up to and including cap size. Supplies much cheaper. No license restrictions or strings of any kind are attached to the sale of the REOGRAPH and supplies for same.

WE ARE OUT FOR BUSINESS. Our discounts are right. If you are interested in an A1 duplicating device write us. We want ONLY ONE good live responsible representative in every city to handle OUR line.

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CHICAGO OFFICE, 50 Dearborn Street

A.B.S. CARDS ARE TRUMPS

A. B. S. Index Card Stock is a material which we control. Made especially for Card Index purposes where a good erasure is necessary. It will stand more handling than any other card on the market. The Cards are uniform in quality, as they are in size and ruling, which insures perfect registration. There are "something different" features in the A. B. S. Line which means more profit for dealers.

OUR SPECIAL CABINET OFFER IS FOR YOU

2 drawer 3"x5" Golden Oak lock cornered shell and drawer, patent follower block, dovetailed drawer front..... **$2.50 Net**

4 drawer—same construction.. **4.00 "**

2 " 4x6 " " .. **3.25 "**

4 " 4x6 " " .. **5.00 "**

4 drawer vertical file cabinet, 4 panel sides, 4 panel back and extension slide, capacity 20,000 letters..... **$15.00 Each**

Price F.O.B. east of Mississippi River in crate lots.

WRITE TO-DAY

American Business Supplies Co.

Manufacturers to the Trade Exclusively.

212 Summer St., BOSTON, MASS.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Chicago, Ill.

A recent letter from Melville Mundell, traveling for Mittag & Volger, Park Ridge, reports that from all localities the general business of the country was never better, and a splendid trip resulted for his company.

Mr. Mundell recently made the Pacific Coast, a new territory given him, in addition to a large middle central country that he has been looking after.

* * *

W. Cary Lewis, the carbon paper man of Chicago, is adding considerable to his business each month, and his new quarters, though three times larger than his former one, is none too large.

* * *

The firm of Carter & Allen, located at 200 Monroe street, the Chicago agents for the firm of Mittag & Volger, have certainly the finest typewriter ribbon and carbon salesroom we have ever been in or had the pleasure of knowing of, and it will give us pleasure sometime in the near future to show our readers what a fine place they are maintaining.

Cincinnati, O.

(By our special correspondent.)

The Crown Ribbon and Carbon Co. which was formerly in charge of R. Griffin of Newport, Ky., and under the name of F. A. Autenheimer, has practically gone out of business, according to reports, as Mr. Griffin is now connected with the Union Gas and Elec. Co.

* * *

Mr. Dowd, of the American Ribbon and Carbon Co., made a short stop in Cincinnati lately, and did considerable business. He is intending to make an extended tour through the western states and come around by New Orleans.

New York, N. Y.

(By our special correspondent.)

The Kee-Lox Manufacturing Co. for the second time made an exhibition of their goods at the National Business Show, as did likewise the Columbia Ribbon & Carbon Co., who had one of the nicest, if not the best looking booth on the Elevated Isle of the Madison Square Garden.

* * *

Harry Pindar, well known locally throughout New England, was seen much during the National Business Show, in connection with the sales department of the Kee-Lox Manufacturing Co., for whom he is sales manager.

* * *

E. B. Quackenbush, formerly with the Multigraph Co., of Buffalo, has accepted a position with the Columbia Ribbon and Carbon Co. and will act as a special representative in New York City.

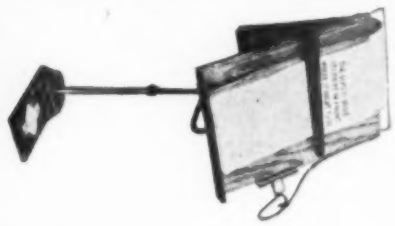
* * *

Manager Pearce of the Ribbon and Carbon department of the firm of John Underwood & Co., of New York, has just returned from a trip through the west in the interests of the company's business.

* * *

A communication from the Ditmars-Kendig Company, carbon paper makers of New York

3 (Three for $1.00). ORDER TO-DAY



To Dealers Selling TYPEWRITER RIBBONS and CARBON PAPER—

live ones and dead ones— all kinds —If you wish to increase your sales on typewriter ribbons and carbon paper write us and we will tell you a plan that will sell the goods and get customers in a way that will "stagger" you. We will make no charge for this information and will guarantee that "as true as the law of advertising is true" that this plan (which will not cost you a cent) will do as we say. But you must send us $1.00 for three of these (see cut) stenographers copy-holders and the information will come with them. We are selling the holders and give you the information for good measure. The holder is a "seller," "It's up to you" now.

READ THIS AD IF YOU DON'T READ ANOTHER IN THE BOOK

CLEVELAND COPY HOLDER CO.

44 Mars Avenue, CLEVELAND, OHIO

City, kills the report that this firm had retired from business, as was circulated by some ill-meaning people. The company is doing a larger business than ever, and have a fine plant for the making of a full line of carbons.

* * *

The Ditmars-Kendig Company, of New York, has been incorporated for $10,000 according to incorporation notice received towards the end of September, which would indicate that the company was getting upon a sound business basis. E. D. Cronin, Fred Knowlton, E. A. Monfort are given as the incorporators.

* * *

Manager W. H. Peaslee, of the Boston office of the firm of Mittag & Volger, was an interested visitor during the entire week at the Business Show, as was F. O. Mittag, of the firm of Mittag & Volger.

Philadelphia, Pa.

(By our special correspondent.)

The Union Ribbon & Carbon Co. has been incorporated under the Delaware laws for $5,000 for the purpose of manufacturing, leasing and selling typewriters and supplies of all kinds.

Rochester, N. Y.

(By our special correspondent.)

The Jenner Manufacturing Co. has been capitalized here and incorporated for $25,000. The company will make typewriter ribbons, carbon paper and other supplies for the typewriter trade. W. I. Scott, H. S. Jenner, C. L. Maxon, G. M. Dowd and N. P. Sanford are the directors named.

St. Louis, Mo.

(By our special correspondent.)

Joseph Gottlieb, the well known typewriter supply man of St. Louis, left for San Francisco on October 14th, following the largest order of typewriter supplies ever leaving the Kee-Lox Manufacturing Co. of Rochester, sent to the Coast Typewriter Supply Co., who will represent the Kee-Lox in this city, with branches at Portland and Seattle, but headquarters in San Francisco.

Mr. Gottlieb goes to the Coast with building up as large a business as he leaves behind him in St. Louis, which was no small an affair.

A NEW "OFF-SET" LITHOGRAPHIC PRESS.

The usual beautiful work produced by the lithographic stone has been improved upon by the invention of an "off-set" lithographic press operated exclusively by the Eastern Lithographic Company of 65 Cliff street, New York City. By this process finer work is produced than by any "stone" press, and as there is no necessity to dampen the paper the usual gloss is preserved. The machine is somewhat like an ordinary printing press and consists of three cylinders, one of steel, another a rubber blanket cylinder, and the third a plate cylinder. The matter to be ltihographed is prepared in the ordinary way on a lithographic stone. It is then transferred to a zinc plate, which is fastened round the cylinder of the press. The revolutions of the zinc plate transfer the impression to the rubber blanket cylinder and from there by the aid of the steel cylinder is transferred to the paper. The steel cylinder is used only to hold the paper close to the rubber cylinder. The rubber gives beautiful soft lines, which cannot be equaled by stone or any other known process, and in quality and fine appearance the work is unsurpassed.

SEE PAGE 15

of our catalogue for the

DEALERS

There you'll see this sectional stack composed of

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A Fine Stack for Law Offices or FOR GENERAL USE

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AMERICAN SECTIONAL FURNITURE COMPANY

MINNEAPOLIS MINNESOTA

BLICKENSDERFER Typewriters

Unite the Good Points of other makes at about half the usual prices

Visible Writing

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NEW No. 8 MODEL

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STAMFORD, CONN.

We Manufacture

Adding Rolls

For All Makes of Machines

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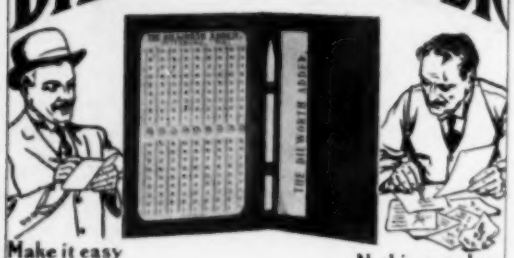

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A practical **Pocket Adder** that saves tedious memorandum work, and is used to great advantage many times during the day. Sent postpaid for $1.00. Made of very durable material, is inclosed in neat leather case with full instructions and hardwood pointer for operating. Has no mechanism and may be operated with the point of a pen or pencil. Nothing like it on the market. Used for totaling miscellaneous items from books or bills, cross adding, trial balances, checking, etc. Saves a large amount of tiresome calculation, and is practical, simple, compact and cheap. Capacity, $9,999,999.99. Just the size of your pocket-book.

DILWORTH ADDER CO.
1220 FULTON BUILDING, PITTSBURG, PA.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

UNIVERSAL ADDING MACHINES USED EXCLUSIVELY.

By the Commercial National Bank, Chicago.

The world moves. The science of accounting has jogged along quite a pace since the time when tallies were notched upon a stick, and since the time, centuries later, when oldish and bent-backed clerks perched upon stools in dingy, poorly lighted rooms, scratched away with crow quills and footed long columns of figures for dear life.

A vivid modern contrast to olden time bank scenes is in evidence at the great, new quarters of the Commercial National Bank. 115 Adams street, Chicago.

Probably the most interesting feature to be seen in this great banking institution is the adding machine corps at work. A photographic reproduction of this scene is given in this issue. In this department—a room by itself—there are thirty-two Universal Adding Machines employed, clicking away and adding the sums from the assembled checks in the hands of nimble, Jack-be-quick fingers, and giving the totals as they occur in red figures. These red totals are a striking and exclusive feature of the Universal Adding Machine. This is, as far as we know, the largest number of electrically operated machines used in any one institution in the world. These machines are as far ahead of the type in service seven years ago as the modern typewriter has advanced from the rubber stamp. An examination of the illustration will show that each machine is operated by an individual motor. If a fuse blows out, but one in the battery of machines will be affected. When the operator sits down to a machine, his foot naturally rests upon the mat beneath it. This pressure of the foot makes a contact, lights the lamp that illuminates the keyboard and starts the motor in operation. When the foot is removed the light goes out and the motor ceases instantly. This minimizes power and wear.

The headquarters of the Universal Adding Machine Co., whose product bears such an excellent reputation, is to be congratulated upon the fact that no other type of adding machine is used by this great banking institution, and further that the battery of thirty-two machines is giving such excellent satisfaction. The district sales manager, Mr. F. H. Montgomery, of Chicago, reports increased trade all along the line for his machines. The salient features of the Universal—features which make it an unconditional leader—may be briefly enumerated as, paper roll and accumulation indicator in plain view, paper carriage on top of machine, totals and sub-totals in red, no extra lever pull to obtain a total, high speed, individual correction keys and electrical operation.

WORD WRITING TYPEWRITER.

In the increasing demand for speed and labor saving devices the Bennington Typewriter Co. has recognized that there is probably a demand for a writing machine which in addition to writing all the different letters and stereotyped numerals, punctuations and signs will write twenty-two different, complete words of the variety most commonly used in the operation of the average typewriting machine.

The keyboard of the new word writing typewriter is of the standard arrangement with the word keys distributed along the lower row and on their flank of the bank of keys and naturally a different exception is necessary to give the words their proper spacing in the line. The word keys are brought into action, together with their special escapement mechanism by the use of a shift key similar to the so-called single board construction. Among the words which this machine will write as readily and rapidly as a single letter are: we, an, he, is, her, if, in, at, it, as, are, the, for, be, and, was, all, not, but, or, of, to.

The typewriter has already been perfected and tested and promises to be a great success. It is believed it will materially increase the speed of typewriter composition and make one of the first real departures in typewriter construction since the advent of the so-called visible writers.—Exchange.

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."

PROGRESSIVE AUSTRALIA.

Australia, to many Americans, is nothing more in mind than a large uncivilized island with mountainous districts and little of the advancement that they are accustomed to. How far different things are, may be well expressed in the accompanying illustration of a booth of the exhibit made by the firm of Yerex, Barker & Finlay, Ltd., importers of labor saving office devices of all kinds, and particularly agents for the National Cash Register and other office specialties.

The firm making this display are one of the largest, if not the greatest importers of specialties and office devices on the island, having offices and branch stores in several cities in Australia.

They maintain a large selling force, both locally and on the road and are reputed to be exceeding well fixed financially.

NEW ZEALAND EXHIBIT OF APPLIANCES.

A NEW FIRM IN ERIE.

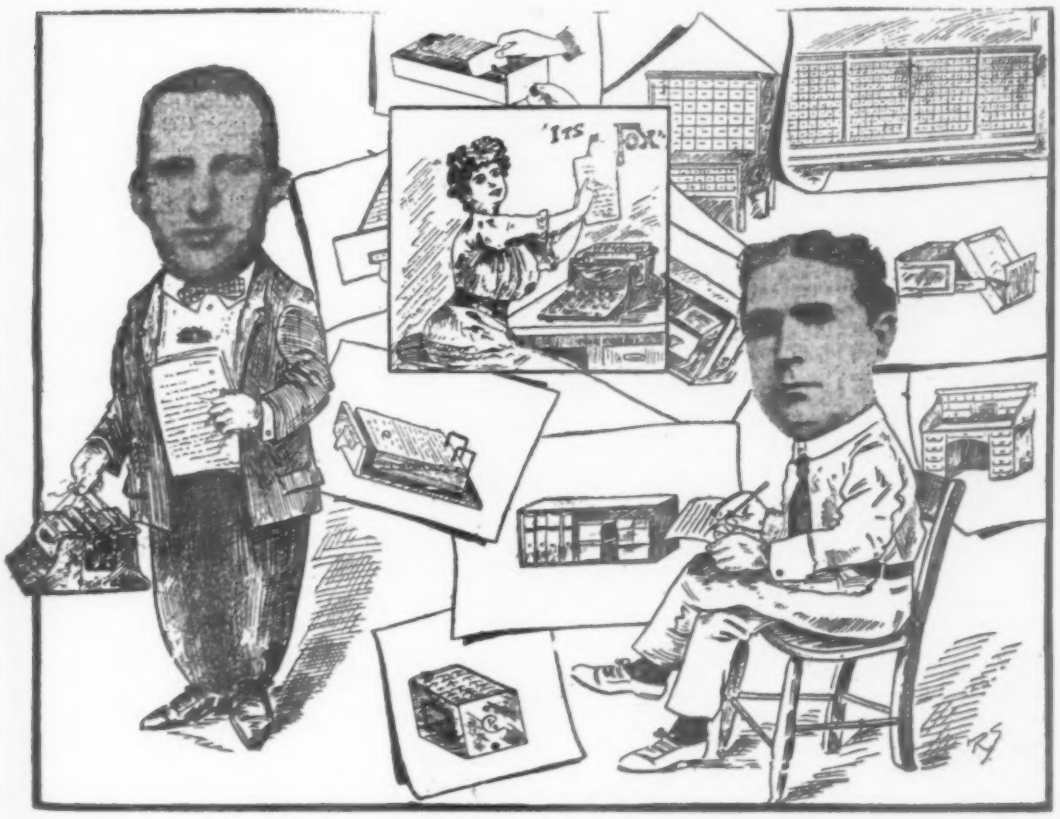
We take pleasure in showing on this page a reproduction taken from the local papers of Erie, Pa., in which the Duggan-Rider combination of hustlers are featured.

The Duggan-Rider Company, is a new firm organized last spring at Erie, Pa., engaging in the sale of office appliances, specialties and supplies, with P. M. Duggan and J. B. Rider at the head. Mr. Duggan was formerly manager of the Remington Typewriter Company's interests in this city, having been with them in that capacity for several years, and his record among typewriter men was "the man who always got the orders." Mr. Rider was at the head of the mechanical department of the same company in Buffalo, and later was associated with Mr. Duggan on the Erie territory.

The new company has already taken over several good agencies, among them being that of the Yawman & Erbe Filing Cabinets, their Rapid Roller Copier, the Fox Typewriter, the Edison Commercial Phonographs and other office specialties, and are pushing the motto "Everything for the Office." The new company will take on new agencies for specialties and appliances just as soon as they are able to acquire them and handle them properly.

The company are to put on the market a specialty of their own, which they will soon start to advertise. It is a "Thumb Twirler" for typewriters, and is a rubber attachment to put over the platen-knows of all writing machines.

The new company of selling talent and the general reputation of these two gentlemen assures all that they are bound to succeed, and that the Duggan-Rider Company will become a well known firm among the successful dealers of this country.



MESSRS. DUGGAN AND RIDER OF ERIE, PA.

ADDING-TYPEWRITER

(By Special Correspondence.)

Chicago, Ill.

(By our own representatives.)

The Elliott-Fisher Company are reporting exceptional sales for the past month, and several large orders have been recorded.

* * *

Sales Manager Langford of the Elliott-Fisher Co. has completed a general visit to all the branches and covered the territory alloted to him in the western sales district.

* * *

C. L. Peifer, formerly auditor in the New York offices of the Elliott-Fisher Co., has been given a place in the Chicago sales division.

* * *

It is expected that the Duntley Adding Machine Company of Chicago, with offices at 1010 Fisher building, will soon commence activity for general business. Sales Manager Lanphear, who was in charge of the recent New York exhibit, advised that much interest was manifested in this new combination machine, and expressed the opinion that the listing feature in connection with a typewriter would cause the machine to find a ready and extensive field.

Harrisburg, Pa.

The works of the Elliott-Fisher Company here were closed for a few days during September on account of the claims held by the Underwood Typewriter Co., covering a tabulator patent, the same expiring on September 23d.

The ADDING MACHINE

(By Special Correspondence.)

Baltimore, Maryland.

(By our special correspondent.)

Sales Manager T. W. White, Jr., of the Burroughs Adding Machine Co. is attracting crowds to his show windows at his offices at No. 12 St. Paul street. Interesting exhibits are made in the window.

The Baltimore office of the Burroughs company has been very successful of late in landing some specially good deals.

Birmingham, Ala.

As reported in our last month's edition, H. W. Spalding is now sales manager for the Burroughs Adding Machine Co. at Birmingham, covering Alabama, succeeding W. F. Howell, who was their agent here for some three years. Mr. Howell retires from the adding machine business to engage in another line.

Prior to the appointment of Mr. Spalding to the office of Birmingham agent, he was assistant to General Manager Macauley at the home office of the company.

At Birmingham, the company has established a new ground floor office at 2023 Third avenue.

Cleveland, O.

(By our special correspondent.)

L. E. Spalding, champion adding machine operator of the world (unofficial), was a feature of the program at the last meeting of the Cleveland Chapter, American Institute of Banking. Mr. Spalding gave a demonstration on a Burroughs' machine, running 250 checks in close to record time.

Chicago, Ill.

(By our special correspondent.)

The Chicago branch of the Burroughs Adding Machine Co., in charge of Sales Manager J. F. Gillen, has secured several offices adjoining the old location in the Majestic Building, and will make one of the most complete specialty salesrooms in the city.

Some good sales have been made by the Burroughs Co. in the Chicago district, some 10 machines in one order going to the International Harvester Co.

* * *

F. H. Montgomrey, the new sales manager for the Universal Adding Machine, is getting things straightened out in the Chicago territory, and is gradually becoming acclimated to his new business sphere.

* * *

The Rebuilt Typewriter Co., at 37 Dearborn street, are making ready to do a general business in second hand and rebuilt adding machines of all kinds.

It is predicted that in time, many of the typewriter dealers throughout the country will make a specialty of these things, as they become more numerous.

* * *

Edward A. Baunschbach, city manager for the Comptograph Co., was an active and enthusiastic demonstrator and attendant at the National Business Show, where the company made an excellent display of their popular machine. Mr. Baunschbach makes a specialty of demonstrations, and his old typewriter experience, covering a term of many years, makes him specially good on this point.

It is somewhat astonishing to many of his old typewriter friends to see what a wide range of "talk" a man must understand to handle one of the new "mechanical bookkeepers."

* * *

C. R. Morse Manufacturing Co., 56 5th avenue, Chicago, are pushing forward with the manufacture of their patent adding machine.

* * *

The Pike Adding Machine Company, through their popular local agent, H. B. Pruden, has the credit of taking an order from the Board of Supervising Engineers of Chicago Traction Co. after severe tests covering

a period of three months. Mr. Pruden feels very proud over this victory, from the importance of the decision made by so expert a body of mechanical men.

Chicago, Ill.

C. R. Withcomb, the well-known specialty salesman, is still keeping up his brilliant record as a Burroughs Adding Machine salesman, as attested to by his sales with that company for the past month. In the recent "race" among the salesmen he was the "top notcher" in his class, composed of 79 men from all parts of the country. Last year Mr. Withcomb was the winner of a prize given by the Burroughs company covering a period of twelve months, and from the present monthly showing he should be duplicating his last year's record.

In the three years this active salesman has been doing business for the Burroughs, he has yet to experience a cancellation of an order, which is an exceptional condition in the adding machine sales game.

Cleveland, O.

E. C. Hirschfield, agent of the Wales Adding Machine, with offices in the Schofield Bldg., Cleveland, is making some excellent sales for his machine, and as the product is increased from the factory, a larger force of assistants will be put on his territory.

Davenport, Iowa.

The Mallman Addograph Co. made a demonstration of their machine for several days before the local Commercial Club, with Mr. Frank O'Neill, the company's general manager, and George Browning, the factory mechanical expert, as an operator.

Dallas, Texas.

H. M. Moody, local representative of the Burroughs Adding Machine Co., has added E. E. McAdee to his organization on the sales force. The fall business for the Burroughs in this territory is the largest in the history of the company.

Endicott, N. Y.

(By our special correspondent.)

From reports received it would indicate that the long looked for Bundy Adding Machine, invented by Harlow E. Bundy, the head of the International Time Recorder Co., was about ready for the market. It is expected that the very latest machine will be ready for the market soon after January 1st. The machine will be made, for a time at least, in the new International Time Recorder factory at Endicott, N. Y., which was only completed last spring, and which is one of the finest of its kind in the country.

Fargo, N. D.

(By our special correspondent.)

The Burroughs Adding Machine Co., under the charge of P. K. Russell, reports a case where a bank was "blown to smithereens" but the Burroughs Adding Machine, after being found among the "smithers", was found to be in perfect running order, but for the want of a glass casing.

Hartford, Conn.

(By our special correspondent.)

A number of Hartford business men visiting the Business Show in New York were presented with tickets to Madison Square Garden through the courtesy of C. S. Pike, Hartford sales agent for the Burroughs.

Jacksonville, Fla.

(By our special correspondent.)

S. M. Regar, a factory expert, has been appointed state agent for the Universal Adding Machine Co., and will maintain an office here and at Tampa.

Jackson, Miss.

The local agent of the Burroughs, C. B. Ward, has recently had his office remodeled and redecorated and it now presents a very handsome appearance.

Louisville, Ky.

The sales of the Burroughs Adding Machine in Kentucky under the management of Fred Manget, the local agent, for ten months were equal to the entire year previous.

* * *

A feature of the Kentucky Banker's Convention, held at the Seelbach Hotel recently, was the unusually fine display of new style Burroughs Adding Machine, including a 15-column electric machine.

Mexico City, Mex.

J. P. Leonard, manager for the Adding Machine and Typewriter Department of Messrs. Mosler, Bowen & Cook, has been paying a visit to the Burroughs Adding Machine factory in Detroit, acquiring a practical knowledge of the machine.

ADDING MACHINE NEWS.—Continued.

The Detroit office of the Burroughs Adding Machine Co. is in charge of Sales Manager Lloyd Rowlands, and removed from the Majestic Building to a handsome ground floor location at No. 50 Lafayette boulevard, in the heart of the business district.

Milwaukee, Wis.

(By our special correspondent.)

E. D. Haven, the well known typewriter man, who entered the adding machine game about two years ago with the Wales, and is now at the head of the Burroughs in this territory, reports an interesting find at a Banker's Convention held in Plattsville, Wis., recently. Of the 52 attending the convention, 50 of them were using his make of machine, while the two remaining have since been "won over" to the same ranks.

No use going next year, Brother Haven.

New York City, N. Y.

(By our special correspondent.)

H. C. Peters, the genial New York representative of the Burroughs Adding Machine Co., reports that during the recent financial panic, one of his salesman covering the Wall street district closed 6 sales for Burroughs machines with banking institutions.

* * *

J. T. Langhorne of the Pike Adding Machine Co. was in charge of the demonstration of that machine at the meeting of the Street Railway convention held at Atlantic City in October. He reports business as very good.

* * *

Frank E. Roth, who introduced the Burroughs Adding Machine in the north of England, and for the past 10 years has been with the Universal and Pike Adding Machines, has now resigned from the adding machine business and is about to leave for the west to take up a business of great importance, but which is still in an embryo condition. He will leave in about two weeks, and take up his residence between St. Louis and Chicago. The late Alfred Bevis, Mr. Roth's father-in-law, was one of the original backers of the Universal Adding machine.

* * *

F. A. Hosack, who has been doing some special work in Washington, D. C., during the past few months on behalf of the Pike Adding Machine Co., has been appointed to take charge of the active work of the New York office. Mr. Manny has not in any way relinquished his interests in the Pike, but Mr. Hosack will simply relieve him of the details connected with the agency. Whilst in Washington Mr. Hosack sold the Pike to every department of the government service with one exception, and two of the Bureaus he has entirely equipped with Pikes.

* * *

The Pike Adding Machine Co. report that they have recently equipped a large department store in New York with their machines. The month of October has been the most successful month in the history of the sales agency.

* * *

Mr. Wyeth of the Comptograph reports that from their exhibit at the Business Show, they have been overwhelmed with business, and the prospects are most encouraging for a very large fall trade.

* * *

J. H. Lee has come to New York from Bos-

"ROCKBARNES" LINEN TYPEWRITER PAPERS

We have spared no expense nor pains in our efforts to surpass former leading lines of typewriter papers and have had somewhat the advantage, our experience in them being based upon a career of many years in shorthand and typewriting work. It is difficult to overestimate the importance of such a line as we have been able to produce, as well as the handsome manner in which we put up our papers—in elegantly lithographed boxes with specially imprinted labels for the trade.

Our line consists of the most select and desirable linen and bond as well as the popular linen finish papers. Send for our new CATALOG "B."

Southern and Western Distributors

LITTLE'S TYPEWRITER RIBBONS AND CARBONS

Known the world over as the Leading Products of their Kind.

DIAMOND "G" STENOGRAPHERS' NOTE BOOKS
FLAT PEN, PENCIL AND BILLING CARBONS
RIVAL AMERICAN IMPRESSION BOOKS
RAPID ROLLER COPYING PAPER

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800 Baldwin Bldg., CHICAGO, U. S. A.

¶ Philadelphia has a jobbing and wholesale trade estimated at $500,000,000 annually. There are more than one thousand houses engaged in the wholesale trade.

¶ Philadelphia's manufactories include 15,887 establishments, representing a capital investment of $476,529,407 (1906.)

¶ There are ninety-six factories producing woolen cloths with a yearly output worth $12,340,012.

¶ Thirty-six factories manufacture worsted cloths at a yearly output of $26,900,000.

How many of these do you sell?

PHILADELPHIA BUSINESS SHOW

is a show on business principles—a show by business men for business men—a show of quality—a show for results

Ask any exhibitor in the last show. We will tell you who they were if you want to know

THE NEXT SHOW IS

MARCH 14-21, 1908

Horticultural Hall, Broad Street, below Locust

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SURE SHOT BINDER

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WILL BIND FABRIC UP TO ¼-INCH.

Holds 100 staples. Is equipped with

ANTI-CLOGGING DEVICE.

FULLY GUARANTEED.

Automatic Action

THE LEVER ACTION MIDGET BINDER

is designed for fastening papers and light fabric together. Has an enormous use in insurance offices, law offices, banks, phone exchanges and business offices generally.

MANUFACTURERS and IMPORTERS

also use the Midget in preparing samples of clothing, cloaks, suitings, straw braid, laces, neckwear, silks, etc., etc.

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Write for printed and illustrated matter showing the full Acme Line—larger and better than all others.

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OILS, ERASERS AND PENCILS

ESTABLISHED 1899

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1. Most intensely jet black records.
2. Most brilliant colors throughout.
3. Most durable.
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5. Greatest copying strength.
6. Strongest and best for Duplicator and Hektograph work
7. Ink automatically distributes itself by capillary attraction, always presenting an evenly inked surface and ensuring uniform results. This feature also admits of goods being **inked clean** and yet giving good, clear, strong copies to the extreme endurance limit of fabric.
8. Tested and in constant use by United States and British Governments.

Bi-Chrome Ribbons a Special Feature

Large Contract Work and Manufacturing Imprint Goods for the Trade a Specialty

Inked Ribbons for Adding Machines, Time Recorders, etc.

WIDE (2 to 11 inches) RIBBONS made to order

Write for prices giving dimensions wanted.

U. S. Typewriter Ribbon Mfg. Co.

New Factory Address:

Sansom & Eighth Sts., Philadelphia, Pa., U. S. A.

Cable Address—Mustr.

ADDING MACHINE NEWS.—Continued.

ton to take charge of the repair department of the Comptograph in place of A. C. Miller, who goes back to the factory in St. Louis to take charge of a department.

New Orleans, La.

(By our special correspondent.)

G. Y. Denham, for eight years connected with the typewriter business, is now associated with the New Orleans office of the Burroughs Adding Machine Co., under the management of H. L. Howard.

* * *

Harry Howard, the genial manager for the Burroughs, is fast creating a scientific selling organization among his men, and his increased business shows the results of his efforts.

* * *

Gabe Conrad, local agent for the Universal Adding Machine Co., reports a very satisfactory business for the past month. Although but a short time in this field with the Universal machine, he has been fortunate in placing a large number of these machines, despite the strong competition prevailing. Mr. Conrad has secured the services of the mechanical department of the Southern Typewriter Exchange, Ltd., to take care of all adjustments and repairs on this machine, and with the help of these first class mechanics Mr. Conrad expects no mechanical troubles in the future.

New Haven, Conn.

(By our special correspondent.)

William R. Tyler, director and treasurer of the Connecticut Computing Machine Co., a new company just beginning to market an adding machine, died on September 25th at his home in New Haven, Conn. Mr. Tyler was 57 years of age, and was a son of Morris Tyler, once Lieutenant Governor of the State and Mayor of New Haven. Mr. Tyler passed away as the result of typhoid fever at his summer home, Pine Orchard. He was interested in many local enterprises.

Philadelphia, Pa.

Benjamin E. Buchanan, who has become known as the "Adding Machine Paper Roll Man" among the trade from his continuous advertising in this paper as the only firm making this style of paper, has made a specialty of this style paper for cash registers, police tickers, stock ticker machines, time recorders and time stamps, in addition to the large sale for all makes of adding machines.

Mr. Buchanan's office is at the corner of 4th and Commerce streets.

Parkersburg, W. Va.

J. C. Russell has offered a handsome silver loving cup as a prize to the salesman in his organization who sells the largest number of Burroughs Adding machines during the balance of 1907. See the boys hustle.

* * *

A branch office has been established for the Burroughs in Charleston, W. Va., under Parkersburg. The new office will include an inspection department and will handle supplies.

Rock Island, Ill.

Frank F. Fiebig has entered the Rock Island district for the Burroughs Co. as mechanical inspector, after a three weeks' course at the factory.

St. Louis, Mo.

(By our special correspondent.)

C. H. L. Flinterman of the Universal was seen a good portion of the time during the National Business Show, where he took pleasure showing the new models to all interested.

ADDING MACHINE NEWS.—Continued.

The sale of the new models Universal Adding Machine have taken on a decided spurt and has evidently created greater enthusiasm among the agents than anything they have experienced for some time. We are given to understand that some further surprises are in store for the users of this machine, which will be produced in time. The Universal Co. do not intend to stand still with improvements, but will be leaders rather than followers.

* * *

The Universal Adding Machine Company have taken a long term lease on the large factory building in this city occupied by them. The owner of the property is Colonel Edward Butler who bought the property recently through the Mercantile Trust Co. for $55,000.

The former owner of the property was Paul Brown. The new owner has just completed an addition to the old plant, and now that this is completed, the lease was executed covering the entire building—the old and the new. With a new lease the Universal Company secured an extension of time beyond that of the original lease.

* * *

The realty and plant of the Standard Adding Machine Co. at the northwest corner of Forest Park boulevard and Spring avenue, St. Louis, has been sold by that corporation to Francis M. Call, former President of the company, for $40,000. The sale is in the nature of a loan, and can be returned within five years, with interest at 5 per cent. The conveyances does not include the machinery or stock.

Mr. McCall was president of the company until about a year ago, when he sold his stock to Oreon E. Scott, a local real estate broker, who is now president.

Seattle, Wash.

(By our special correspondent.)

G. R. Andrews, of the Burroughs Adding Machine Co. is one of the busiest men in the great Northwest. His territory includes Washington, Oregon, Montana, Idaho and the Territory of Alaska. His headquarters are in the Alaska Building, Seattle.

San Francisco, Cal.

(By our special correspondent.)

W. W. Cooley, a member of the California organization of the Burroughs Co., under Sales Manager J. E. Egan, is securing quite a reputation for himself as a promotor of speed contests.

Wilkesbarre, Pa.

The new addition to the plant of the Adder Machine Co. has been completed and is about ready for occupancy. The new building will be used as offices for the works.

Washington, D. C.

(By our special correspondent.)

E. H. Pitcher, sales agent for the Universal Adding Machine Co., attended the Office Appliance Show at Madison Garden, New York.

* * *

B. E. Birgefeld, inspector for the Burroughs Adding Machine Co. at this point, was recently married and has returned from a ten days' wedding trip spent in the north.

* * *

F. A. Hosack, sales agent for the Pike Adding Machine Co., spent a few days at New York Office Appliance Show and reports his company having received a number of orders for the Pike.

* * *

E. S. Newman, representative in Washington for the Burroughs Adding Machine Company, reports large sales, especially electric

TYPEWRITER INSPECTION CO. WE 317 BROADWAY, N.Y.

RENT SELL REPAIR INSPECT TYPEWRITERS

Rebuilt Machines at Wholesale—Illustrated Catalogue on Application

Special Wholesale Prices on Machines not Rebuilt

Cylinders Recovered, All Makes, 50 Cents

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Established 1892

317 Broadway, New York City, N. Y.

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THE ENSIGN ELECTRIC

MULTIPLICATION,—results obtained in a few seconds by simply striking on one keyboard the multiplicand and on the other the multiplier.

ADDITION,—requires only the operation of keys, which depress but 3-16 of an inch and are very light in action. The flexible keyboard allows the correction of errors instantly, and speed on this machine is only limited by ability of operator.

DIVISION,—is accomplished by the same simple means as is multiplication, and in this case, as in multiplication, the operator has a proof of correctness.

SUBTRACTION,—is just as simple as addition.

CAPACITY,—from 1 × 1 = 1 to 999,999,999 × 9,999,999 = 9,999,998,990,000,001.

Free trial of this machine will be given to responsible houses as soon as possible after receipt of request.

ENSIGN MANUFACTURING CO. Factory at Waltham, Mass.

Procures Checks and Drafts For You
Protects Checks and Drafts For Customer

Only $15.00

DEFIANCE
Check and Draft
PROTECTORS

The Defiance method *cuts* the fibre of the paper and *saturates* it with *indelible ink*, stamping across the face of the check the words

NOT OVER FIFTEEN DOLLARS $15★

WARRANTED and Sells for Only $15.00

DEALERS—LISTEN

There is no office device that you can mention which is so thoroughly perfect as this one. What is more, it sells for only about half what other similar protectors sell for, yet does the same work. We have some dealers who are doing a big business with it. So can you. Every man or firm with a bank account wants one. Here is a great chance for active and hustling office appliance dealers and stationers to add to their income.

TO FOREIGN DEALERS

We make the Defiance for the money of all nations. Write us; learn what we can offer you. Sample impressions and full particulars sent free.

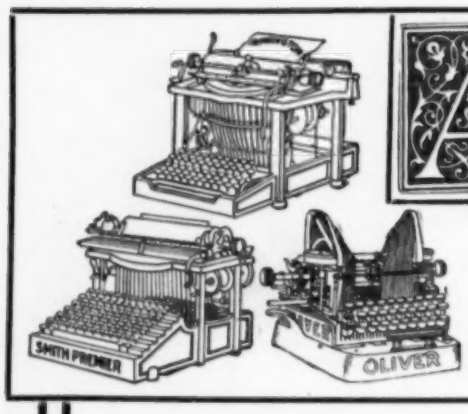
USED BY U. S. TREASURY DEPARTMENT

THE DEFIANCE SYSTEM of protecting checks and drafts is now recognized as the only absolute and sure protection against the forger and check raiser. It has been adopted by the United States Treasury Department, and is used by banks and business houses the world over.

WRITE TO-DAY — BEGIN TO SELL IN A FEW DAYS

It Will Increase Your Bank Account—LIBERAL DISCOUNTS

DEFIANCE MACHINE COMPANY, 69 EAST MAIN STREET, ROCHESTER, N. Y.



A THOUSAND AND A HALF
Typewriter Temptations

An unusually complete and "classy" assortment—Remingtons, Underwoods, Olivers, Smith-Premiers, Blickensderfers, **et cetera.** Includes late models—modern types—wide carriages. **Prices immensely to your liking. Your dealers made us do it.**

Twice this year you have compelled us to move into larger quarters—by your ready appreciation of our genuine bargain lists. We have been "discovered with the goods on us" by the alert typewriter dealer. Have **you** "discovered" us?

NEW PRICE-LIST—JUST OFF THE PRESS

Write for it while it **is** new! **To-day** is just one day earlier than **tomorrow**—Don't let the other fellow skim off the cream—write **or wire** for the New Price-List **to-day,** or better—send an introductory order for quick delivery.

TYPEWRITER EMPORIUM

92-94 E. Lake Street Established 1892 **CHICAGO**

ADDING MACHINE NEWS.—Continued.

machines, to the Postoffice Department, for distribution to various parts of the country. Mr. Newman's sales to the government were upward of 30 machines during the first three weeks of October alone.

F. M. CALL PURCHASES ADDING MACHINE PLANT.

The realty and plant of the Standard Adding Machine Company at the northwest corner of Forest Park boulevard and Spring avenue, St. Louis, has been sold by that corporation to Francis M. Call, former president of the company, for $40,000. Title was conveyed Oct. 17th to Mr. Call. The sale is in the nature of a loan, the deed containing a provision by which the company may buy back the property within five years at the selling price, with interest at 5 per cent. This method of raising money to pay current liabilities was adopted instead of a straight loan. The conveyance does not include the machinery in the plant.

The ground sold, fronts 205 feet on Forest Park boulevard and is occupied by one and two story shop buildings, 100x190 feet in extent. The ground was acquired by the Standard Company in 1902 and the plant built about that time. Mr. Call was president of the company up to a year ago, when he sold his stock to Oreon E. Scott, who is now president.

FROM WALDEN'S STATIONER AND PRINTER.

"Evan Johnson, for eleven years the Western advertising representative of the Lockwood Trade Journal Company, New York, has resigned and purchased an interest in Office Appliances, a Chicago monthly devoted to the interests of manufacturers of typewriters, adding machines, etc. Mr. Johnson will act as business manager and treasurer of Office Appliances. As representative of the American Stationer and the Paper Trade Journal, Mr. Johnson made many acquaintances in the stationery and paper trades, who wish him success in his new undertaking."

Thanks, Mr. Walden, but you failed to make note of one of the most essential departments covered by this paper—that of the Commercial Stationer.—Editor.

WILLS $30,000 TO STENOGRAPHER.

New York, Oct. 17.—Miss Margaret Eckard, an industrious stenographer and typewriter, receives $30,000 and the house at 1045 Dorchester road, Brooklyn, by the will of her late employer, William S. Banta, who was a bachelor. Miss Eckard, who lives with her parents at 101 Forrest avenue, Flushing, was Mr. Banta's secretary for ten years, up to the time of his death, following a surgical operation. He was a fire insurance agent at 72 William street, and her faithful services helped him to build a large business. He left her interest on $30,000, and if she survives him ten years that sum goes to her absolutely.

A merchant can get along without advertising, and so can a wagon without grease, but it goes hard.

OUT OF TOWN VISITORS SEEN AT THE NATIONAL BUSINESS SHOW IN NEW YORK.

J. Muggli, representing the Underwood typewriter and other American appliances at Frankfort-on-the-Main, Germany. He was accompanied by his son.

James E. Lewis, an office outfitter of Taunton, Mass.

Duren & Kendall, office appliance dealers of Boston, with offices at 30 Summer street.

Jos. M. Lane, of the Smith Premier Typewriter Co., of Pittsburg.

Charles Friederberg, exporter, 17 State street, New York.

Geo. G. Zeth, proprietor of a business college and a dealer in office appliances, at Altoona, Penn.

Edward Rich, of the Springfield Office Supply Co., Springfield, Mass.

W. E. Flynn, of Johnstown, Penn.

J. A. Farnham, of the Forest Stamp & Stationery Co., Worcester, Mass.

Royal Graves, sales manager of the Miller, Bryant, Pierce Co., Aurora, Ill.

W. P. Whiting, of the Whiting Stationery Co., Buffalo, N. Y.

A. E. Plough, of the Whiting Stationery Co., Buffalo, N. Y.

Mr. Thompkins and Mr. Wetmore, of Scranton, Wetmore & Co., Rochester, N. Y.

A. L. Jones, Remington typewriter representative, of New Haven, Conn.

Paul Kellogg, manager of the Boston office of the Remington Typewriter Co.

Mr. McNally, manager of the Remington typewriter office, Washington, D. C.

Herbert R. Mann, stationer and office appliance dealer, Troy, N. Y.

Walter P. Peabody, manager of the American Business Supplies Co., of Boston.

Geo. B. Johonnot, sole distributor of the National Counting and Weighing Machine, with headquarters at Buffalo, N. Y.

Charles E. Dodge, president of the Dodge Co., manufacturers of typewriter ribbons, Syracuse, N. Y.

Mr. E. F. Powers, president of the Combined Tool Co., Leominster, Mass.

Harry D. Snyder, advertising manager of the Wm. Mann Co., Philadelphia.

H. A. Prizer, vice president of the Wm. Mann Co.

M. N. Sweet, representative of the National Counting and Weighing Machines and other office specialties, Buffalo, N. Y., also visited the show.

J. A. Payant, of Paris, France.

Elliott D. Robbins, managing director of the Rockwell-Wabash Co., Ltd., of London, England.

E. D. Dorsey, district manager of the Addressograph Co., Philadelphia, was unable to participate in the New York Business Show on account of having to conduct an exhibit of his machines on the steel pier at Atlantic City, during the convention of the American Street and Interurban Railroad Manufacturers' Association.

Read this letter:

J. C. LAPPE TANNING CO.,
Allentown, Pa.

Dear Sir:
The eight-dial Calcumeter is invaluable for totaling cost tickets for labor and materials and for making up weekly statements. I have also used the machine successfully in taking leather measurements from call. Your machine is of greater advantage to us than the large listing machine which has been in use in this office. C. R. Howe, Bookkeeper.

Every business man and every business house can make a Calcumeter pay for itself several times over every year. Its simplicity, low cost and absolute accuracy make it invaluable to the man whose business does not justify the expense of a listing machine. Its compactness and portability make it equally valuable in the same office with several-hundred-dollar machines. It will increase the earning capacity of any clerk many times its cost The remarkable success of

The Calcumeter

forced me to widen its field of application. Today, in addition to the original decimal models, I have Calcumeters for adding English and India money, for architects and others handling linear measurements, for calculating dry measure, for working in fractions and scales, etc., a total of 48 models and sizes. Price from $10.00 up, according to capacity. Let the machine do the mechanical side of your work. Save your brains for bigger things. Write today for Catalog 17.

OVER 30,000 CALCUMETERS IN USE
WRITE FOR 20 DAYS' TRIAL OFFER

HERBERT NORTH MORSE
176 Green Bldg. Trenton, N. J.

5000 used and REBUILT TYPEWRITERS

ALL MAKES. ALL PRICES
Sold Rented Repaired

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AMERICAN TYPEWRITING MACHINE CO. NEW YORK

Mammoth New Catalogue Now Ready
Price List No. 40, FOR TRADE ONLY

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NEW YORK CITY, U.S.A.

Dispense With Trial Balances
Of Personal Accounts by using our Proof.
It is practical and requires no change of system.
Money Refunded if not an Absolute Proof that Personal Accounts agree with general books.
Why not eliminate the Trial Balance of these accounts. Write for circular.
MILLER & HAM, 7th & Market Sts., Chattanooga, Tenn.

RIBBONS and CARBON PAPER
Contracted supplies in large or small quantities
PLAIN and DECORATED Boxes
SNELLING & SON, *Manufacturers to the trade*
SO. BROOKLYN, N. Y.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

Carbon Paper Economy

You can save considerable in office expense—get better, quicker and neater work—by the intelligent use of the *right* carbon paper. The *right* carbon paper is one that is graded in weights, according to number of copies wanted—has a non-smut finish (can't soil the hands)—long lived and durable—and will produce clear, clean, readable impressions every time.

That's **Carnation** *"The Pink of Perfection"*

Carbon Paper **Typewriter Ribbon**

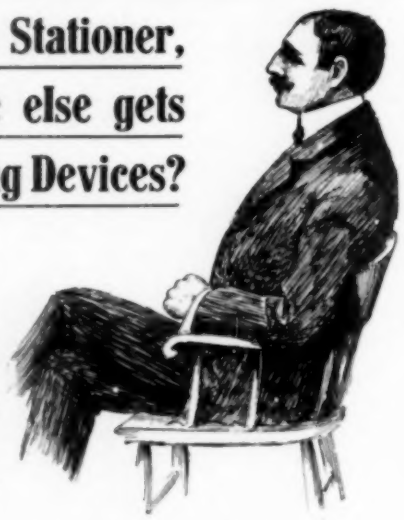
By a new exclusive process in the manufacture, Carnation Brand Carbon Paper is given a hard, non-smut finish—colors are rendered strong and indelible, every impression comes out sharp and clear, and gives *more* clear copies from one sheet than any other carbon paper. A different weight for different number of copies required. Learn the correct weight of carbon paper you should use—described in our booklet, "*Uses and Abuses of Carbon Paper and Typewriter Ribbon*," sent free on request.

Carnation Typewriter Ribbon is Best It is made of imported Nainsook of extra long, fine fibre and finest texture. Carnation Brand Ribbon is positively non-filling—strictly indelible colors, and gives a sharp, clear, uniform letter from one end to the other, until the ribbon itself is entirely worn out.

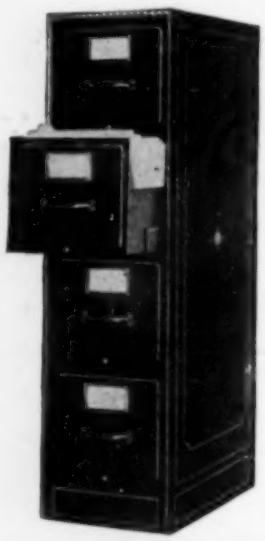
Your name on your business letterhead brings the invaluable book on Carbon Paper free! Send for it today. **MILLER-BRYANT-PIERCE CO., Dept. 13 Aurora, Ill.**

One of the numerous advertisements appearing in the National Magazines for your benefit. Write for particulars.

Will you write us today, Mr. Stationer, or will you delay till someone else gets the agency for Berger Steel Filing Devices?



If you are not handling steel filing devices you are neglecting something it would pay you to look after. The demand is rapidly increasing. Business men are appreciating their advantages as never before. They afford increased protection to correspondence and records. They reduce the fire risk. They don't shrink, swell or crack. They are compact, substantially made, attractively finished.



Our Proposition Should Interest You

We want wide awake dealers in every City and Town in which we are not already represented. You may just as well get this business as anyone. It is desirable business. It is business that is bound to grow. Don't wait but write us TODAY for catalog H-47 and prices. Others are getting started in this line to advantage; **why not you?**

THE BERGER MANUFACTURING CO.

CANTON, OHIO

NEW YORK PHILADELPHIA BOSTON ST. LOUIS CHICAGO MINNEAPOLIS SAN FRANCISCO ATLANTA

DUPLICATING MACHINES

(By Special Correspondence.)

Buffalo, N. Y.

(By our special correspondent.)

The Typewriter Printing Machine Company report most gratifying results from their display at the recent National Business Show, succeeding in finding one satisfactory dealer who closed with them for the agency for this machine covering the entire of Great Britain.

* * *

The former place of the firm of Lerner, Bean Co., now officers of the Typewriter Printing Machine Co., who conducted a fac-simile letter shop and typewriter agency in Buffalo, was sold to J. C. Sinclair, formerly of the Remington, Underwood and Fox typewriter companies, and Mr. Riebling, formerly foreman in the repair department of the Underwood company, who bought the typewriter business, while the letter end of the house was bought by F. G. Millar.

Cleveland, O.

(By our special correspondent.)

The American Multigraph Sales Company report an extra good month following their convention of branch managers. Every man throughout the organization seems to have absorbed some of the enthusiasm and fire engendered at that convention. Prospects for new business were never better and indications are that the last quarter of 1907 will be the best in the history of the company.

Chicago, Ill.

(By our special correspondent.)

J. O. Shephard, formerly senior salesman at Chicago for the American Multigraph Co., was promoted on September 15th to the position of manager of the Buffalo office, succeeding E. B. Quackenbush, who resigned to go in business for himself.

* * *

Pinckney & Smith, the Chicago agents of the Typewriter Printing Machine Company, are finding some difficulty in securing enough machines to supply orders. The firm is now conducting a fac-simile letter business in connection with the sale of the writer-press to keep them out of mischief while the factory catches up with orders.

Dallas, Texas.

(By our special correspondent.)

Mr. Bower's promotion to the management of the Dallas office of the American Multigraph Co. left a vacancy in the senior selling force of the Cleveland branch, which has been filled by the appointment of W. C. Trietsch to that position. Mr. Trietsch is a former Remington man, having been associated with that company at their Indianapolis and Atlanta offices.

New York City, N. Y.

(By our own representatives.)

S. T. Smith, Jr., manager of the Underwood Duplicator Co., has just returned from a successful trip to several points in the interests of his company.

* * *

J. E. Davis, a special representative for the New England states of the Underwood Duplicator, made an exhibit of that machine at the Providence Business Show for his company.

* * *

The American Multigraph Co. was also an exhibitor at the Providence Business Show.

Philadelphia, Pa.

(By our special correspondent.)

J. F. Howison took charge of the Philadelphia office as manager for the American Multigraph Co. on September 15th, succeeding Dan. C. Swander, district sales superintendent, who has temporarily managed the office since the promotion of H. P. Marshall. Mr. Howison has had an extensive experience in selling office specialties and supplies, resigning his position as manager of the Smith Premier office in Richmond, Va., to come with the Multigraph company. He is an old resident of Philadelphia, as well as an old duplicating machine man, having represented the A. B. Dick Company in Philadelphia for fifteen years, prior to his engagement with the Smith Premier. The editor of this paper also knows Mr. Howison, and remembers him as one of the best "story tellers" in the sales ranks, or at least among the typewriter and office appliance fraternity. We are wondering if he is as strong to-day as he was in 1898.

* * *

G. W. Hunt has been employed as senior at the Philadelphia office of the American Multigraph Co. He is an old Remington man, having spent seven years or more in the service of that company, first as salesman in the Indianapolis office, and later as manager of the Columbus branch.

* * *

W. F. Sroufe has joined the Philadelphia office of the Multigraph company as a junior. He has had quite a varied business experience as manager of a stock farm, salesman for an oil company, and assistant treasurer of a telephone company, handling the latter position for five years. He should make a pretty good and live junior.

New York City.

Walter F. Reading, who has been acting as assistant manager of the New York office for the Multigraph company for the past few months, has been transferred to the Cleveland office as senior salesman.

Atlanta, Ga.

R. B. Campbell, senior at Atlanta for the Multigraph company, has been assigned to Nashville, Tenn., working under the direction of the Atlanta office.

St. Louis, Mo.

(By our special correspondent.)

W. E. McKee, who has been a successful junior salesman for the Multigraph company at St. Louis, has been promoted to the Washington office as a senior.

* * *

E. S. Olson, who has been connected with the Connecticut department of the Bell Telephone Co., in the capacity of solicitor for new business, has joined the ranks of the Multigraph company as a senior salesman at the St. Louis office.

* * *

A. R. Putnam, formerly connected with the Monarch Typewriter Co. at Cleveland, has accepted a position with the St. Louis office of the Multigraph company as a junior salesman.

OUR SPECIAL THANKS.

Particular and sincere thanks is expressed by the co-publisher of this paper, to the Bates Manufacturing Co., of New York, through their Mr. Frederick A. Burnham, Jr., for the part he took in numbering the paper for the International Typewriting contest, and to John F. Sarle for his kindness in furnishing the paper for this event.

WHY NOT GET IN ON THE GROUND FLOOR AND BE A SHEPPARD MAN?

It is a sane and conservative thought to predict that the loose leaf proposition will equal, if not surpass, the wonderful record made by the typewriter.

The mere suggestion of this should cause you to stop and ponder—"How can I get my share of this; why can't I sell this line?"

Here is the answer—Read and think

Sheppard Loose Leaf Devices for years have outsold competitive lines in the East—the name is synonymous with "everything loose leaf." And, as a natural consequence our agents have enjoyed sales and success such as only come with great prestige.

But, we are not satisfied. We are looking for more agents. We want stationers, office supply houses, and typewriter agencies in every city to handle our goods.

Ours is not a dead issue, but the easiest and best selling in the field to-day. We are not asking you to take hold of an unknown line, but one that is being advertised to the extent of thousands of dollars. We do not intend to stock your store and then forget you—we are going to sell the goods for you.

Now, if we have interested you—write us. Tell us what you have done and we tell you what you can do.

The C. E. Sheppard Co.

Mfgrs. of "Everything Loose Leaf"

70 CLIFF STREET **NEW YORK**

Western Factory and Office
164 East Randolph Street, Chicago

Ramer's Bichrome Ribbon Attachment

converts a Remington Typewriter into a two colored writing machine in a few moments. A fine side line and the **one best seller.** Sample Attachment $2.00.

Keep in touch with RAMER for new things and Ready-to-Sell Typewriters.

Wholesale Typewriter Company
108-110 Duane Street, New York City, N. Y.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

COMMERCIAL STATIONERS' SECTION OF "OFFICE APPLIANCES"

REVIEWING the Field of Specialties, Staples and other Office Supplies of particular interest to the Commercial Stationer.

GUIDING the modern Stationer in the sale of office appliances. Showing how to successfully handle such and other goods of the trade.

Determining Retail Selling Prices on Stationery

A Number of Different Ideas and Details Enter Into This Important Part of Retailing and it is Necessary to Give the Subject Considerable Study.

BY FLETCHER B. GIBBS.

The business of selling stationery takes widely divergent forms. It is doubtful whether two firms could be discovered whose establishments are run on "exactly the same lines." For this reason it is difficult to suggest any maxim or rule which will apply to all. One firm has a well established and profitable line of typewriter supplies and to attract further customers for these goods is slaughtering prices on the staple lines. Another firm has built up a large printing business and has a particularly well equipped printing office in which the interest of the firm is centered. The stationery end of the business is secondary and is maintained merely because it has been found that an office account for the purchase of stationery supplies, frequently brings in a profitable order for printing. In other words, the stationery end of the business is used as a feeder to keep active that department of the enterprise which is being conducted at a profit and any loss sustained by reason of selling shelf goods at a sacrifice is considered as a means to an end.

It is for this reason that those houses which have to depend exclusively upon a store business, confined to the sales of staple merchandise, find it so difficult to dispose of their wares at prices that will yield a profit.

From talks which I have had with stationers, whose names I am not at liberty to mention, and from my own experience, I will venture to state that if any firm maintaining a store in conjunction with a manufacturing plant will keep the store sales separate from those of the manufacturing department, the stock bought for store sales in a separate merchandise account, and a separate annual inventory be taken of such merchandise; if the store be charged with all the expense items which legitimately belong to it, including a salary for the managing partner, such firms will be surprised to discover when the annual statement is prepared that the store is either barely earning the expense of maintenance or is making only a hazardous profit; provided the sales during the year have been made upon the basis of prices which have prevailed in many sections during the past few years.

The exceptions will be those firms who by reason of particularly favorable locations, very low rentals, the possession of exclusive agencies of popular and profitable devices or an exceptionally well equipped systematized sales force, are able to overcome the odds against them.

It should be understood, however, that this address is directed to the rank and file of the trade, to those of us who make claim to only average ability, and not to those captains of industry who have been successful in building up large business enterprises in spite of all adverse conditions and in the face of all accepted rules.

Nor am I sufficiently endowed with imagination to suppose that whatever remarks I have to make on this subject will be taken seriously by those few other houses who aspire to success by the same cut-price route, upon the theory that prices that will bring profit to one house, must necessarily do the same for another.

Price Making Most Important.

The making of prices is one of the most important and perplexing duties which a merchant is called upon to perform. If the prices are too high, there is a strong probability that orders will be few and far between, while if they are too low, there is an equal probability that profits will be lacking.

FLETCHER B. GIBBS.

In the making of a price, the hypothesis of the problem is the cost. If we know with exactness the cost of an article it is a simple matter to fix the price at which we would like to sell it, provided we have first determined the percentage of profit we wish to gain. But the terms "cost" and "profit" have been misused to such an extent that we have gotten into the habit of deceiving ourselves as to their real meaning.

You have perhaps been told that certain goods would cost list less 40 per cent f. o. b. cars at factory. The salesman making such a statement had no intention of deceiving you, but what he really meant was that his firm was willing to part with the goods upon the terms mentioned.

The minute those goods are placed on the cars, their cost begins to increase. The railroad company presents a bill of charges for hauling them to your city. When they are unloaded, there is a charge for drayage; when they reach the store, they are unpacked, checked and placed in the shelves by employes whose time and services we are paying for.

To sell the goods, we are either incurring expense for advertising or paying salaries to salesmen; and pending their sale the goods are rapidly accumulating their share of the long list of charges, which are being made to the expense account.

If we own the premises which we occupy, the expense account is working overtime absorbing charges for taxes, insurance, repairs, and interest on the capital invested.

If the premises are occupied under a lease these items are represented by rent.

In either event, this portion of the expense account merely covers the cost of housing the business.

As soon as the wheels of commerce are put in motion, the expense items begin to accumulate with surprising regularity and often with astonishing results.

The largest item is that of salaries and this should include a fair compensation to each partner or officer who is actively participating in the conduct of the business.

At the St. Louis convention two years ago when the subject of the expense of doing business was under discussion, I remember listening to the statements of several members, each of whom said that while he owned an interest in the business with which he was actively connected, he drew no salary for his services; but received his compensation at the end of each fiscal year in his apportionment of the profits made. This is certainly unusual and a peculiar method of ignoring a very important item of expense. Invested capital is entitled and should be made to earn a profit independent of the wages of labor. The president of a bank may be its largest stockholder and entitled to draw the largest percentage of each dividend declared, but I do not recollect ever having heard of a bank president who failed to draw a salary.

Regarding Salaries.

A business might be owned by three partners, one having a half interest and the other two a quarter interest each. The partners owning the largest interest, while drawing the largest distributive share of the profits, might be taking only a limited part in the conduct of affairs and entitled to a salary in proportion to the duties performed, while the other two might be the mainstays of the business,

managers of important departments and each entitled to a salary equal to the compensation which would have to be paid to a substitute should he for any reason be incapacitated.

Following the item of salaries we have a long list of expense items which will have a sound of familiarity to most of those present, including personal property taxes, bad accounts, advertising, insurance, freight and express charges, drayage, shipping cases, duties on imports, cash discounts, interest, exchange, light, fuel, telephone, traveling expense, postage, telegrams, night watchman, automatic fire alarm, dues of commercial agencies, cost of auditing books, premiums paid for bonding employes, repairs, charity, printing and stationery and, if we have an athletic sales force, baseball uniforms.

While I haven't included all the items which find their way into the expense account, I have named enough to give you its complexion.

It is one of the largest and most important accounts upon the books and one which has to be closely watched with the greatest care. Its total at the end of the year divided by the sum of the total sales gives with exactness the percentage of cost of doing business.

Given the amount paid to the manufacturer for goods and knowing the percentage of the selling price which represents the cost of marketing them, the problem of determining what such price ought to be is not a difficult one—the problem of disposing of the goods at that price is sometimes not so simple.

Each stationer present at one of the sessions of the St. Louis convention two years ago was invited, at the suggestion of Mr. Ward, of Boston, to write upon a blank slip of paper the percentage his expense account bore to his total sales. Many of those present on the occasion referred to were unable to comply—some for the reason that they did not have the figures with them and were unable to recall them, and others because their systems of bookkeeping had never been carried far enough to give them this information.

Thirty-seven replies were handed in, however, which averaged 24.97 per cent.

That the store expense of conducting the average commercial stationery establishment in the central cities is not far from 25 per cent of the total sales I am firmly convinced from my own experience during the past few years, during which our sales have been yearly increasing and, strange to say, our percentage of expense slowly climbing.

Small Business Smaller Percentage.

It is a singular fact that the cost of conducting a small merchandise business bears a smaller percentage to the total sales than that of a larger enterprise of the same character. This appears to be true until a certain standard is reached, when the volume of sales rolls up and the percentage of expense begins to show a visible decrease.

Some of you, I observe, are inclined to doubt this statement. If, however, you will stop to think the matter over, or if you are connected with a house which has grown from small beginnings and will make a mental review of its history, these facts will stand forth.

When the enterprise is in embryo, the founder is working in his shirt sleeves; coming in personal contact with his customers; understanding and knowing how to handle them; is opening the mail, superintending the bookkeeping, making out the orders for stock, selling a large portion of the goods, keeping a vigilant eye upon all expense items, and in this way, keeping the expense account down to the minimum.

As the business grows, this work becomes too much for the attention of a single person, and he is compelled to add to his force an understudy who takes part of the inside routine work off his shoulders. It is a number of years, however, before this assistant is able to do much work, or to do it as effectively as his superior. To take care of the outside sales, a salesman is added to the payroll. We all of us know how expensive it is to educate new salesmen. The bookkeeping is a little too much for one person, but there is not sufficient for two; a second has to be added, however, to relieve the pressure. One telephone appears to be insufficient for the increasing business and another is added, or possibly an exchange system. Larger quarters may be necessary, involving higher rent.

The business is not quite equal to it at the time it is done, but expects to grow to it within the next few years, and we naturally have to look a little ahead. And so, while the business is constantly growing and the sales increasing, the expense account keeps pace with it, exhibiting some eccentricities in its yearly movements, but on the whole maintaining the same relative percentage to the total sales with a slight yearly increase. This will continue, as I have previously stated, until the enterprise reaches a point when it becomes necessary to thoroughly systematize it, dividing it up into small departments which can be easily handled, placing each one under the guidance of an ambitious manager and holding him strictly to account for the profits made by his department. When this point is reached, the percentage of expense to total sales will begin to decrease, but not until then.

For the purposes of demonstration, therefore, I think that it is safe to assume that the expense of conducting the store end of the average stationery business is 25% of the total sales.

But before proceeding with my subject, I wish to remind you that in this percentage of expense, many houses fail to take into consideration several points of leakage which would undoubtedly shove the figures up a number of units. The most important of these are the shrinkage in values in the annual inventory and losses on damaged goods returned for credit. Every buyer makes mistakes and every merchant has had experience with broken lots of discontinued goods. Sometimes we succeed in disposing of such goods at a "pre-inventory" sale, but at a sacrifice, and the element of expense is there just the same. The merchant who fails to recognize depreciated values when inventoring his stock is merely deceiving himself and delaying the inevitable.

An Example.

Now for the purposes of an argument, let us suppose that we are conducting a store in which we are carrying a stock of shelf goods amounting to $40,000.00; that we turn these goods twice during the year, and that we sell them at prices fifty per cent in advance of the prices paid for them. In other words, we sell during the year for $120,000.00 goods for which we have paid $80,000.00.

I use in my illustration the sum of $40,000.00 as representing the amount of stock carried for the reason that it is an easy sum to figure. I add fifty per cent to the prices paid for the goods to determine the selling prices for the reason that I have learned that with a great many stationers this is a popular method of figuring prices. I mention turning the stock twice during the year as this appears to be the capacity of the average stationer.

We deduct from the total amount of our sales $120,000.00, the total amount paid for the goods $80,000.00, and obtain a balance of $40,000.00. From this margin we deduct our expense account—25% of $120,000.00 or $30,000.00, and have left the sum of $10,000.00, which represents our profit. 8 1-3% on the total sales or 25% on the investment, which might be considered a very satisfactory profit on sales confined to shelf goods, most of them staples.

There is a weak point in the argument, however, which is found in the fact that while few, if any, of the goods have been sold at prices figured in excess of the percentage mentioned, a large portion of the sales have been made either at prices cut down to meet competition or figured at liberal discounts to large buyers.

Suppose, for instance, that 25% of our total sales or $30,000.00 has been sold at a discount of 20%, this block of sales is reduced to $24,000.00, the total of our sales shrinks to $114,000.00, our net profit to $4,000.00, our percentage of profit to 3 1-2% on the total sales and 10% on our investment, while our expense account is increased from 25 to about 26 1-3% on the total sales.

Some present will probably call to my attention that I have lost sight of the fact that a large number of sales will be made of goods in broken packages at higher prices and upon an increased margin, but it must be borne in mind that such sales while large in number are small in amounts and it requires a large volume of them to offset one large sale made at a discount.

And we must further bear in mind that we have voluntarily relinquished our profits on a large majority of these small sales by adding from time to time to our "leaders" nearly all of the staple items which are in the greatest demand and reserving for high marks those goods which are only occasionally called for. We have adopted our competitor's leaders and he has adopted ours until there are very few orphans left on the list.

And then, too, while I have mentioned selling 25% of our goods at a discount of 20%, the statement is probably a very mild one. Spend two weeks on your sales books, and dig out the number of sales you have made last year to city, county, state or federal government offices, boards of education, railroad companies and trusts on margins of 10%, yes, sometimes 5%, added to the prices paid for the goods, and I guarantee that the total will surprise you. You observe that I carefully refrain from the use of the word "cost" until that 25% of expense has been added to the price paid for the goods.

And right here it might be well to consider what 25% of the sale price means when applied to the price paid at the factory for the goods.

To take up the same old example, we have total sales of goods amounting to $120,000.00 for which we have paid $80,000.00 and an expense account of $30,000.00. Now while the

expense account is 25% of $120.000.00—the total sales—it is 37½% of $80,000.00, the amount paid for the goods. Consequently if $1.00 is paid for an item at the factory, it has cost before it is sold $1.37½. If this $1.00 item has been marked to sell at $1.50 and is finally sold at a discount of 20% or for $1.20, there is theoretically an actual loss of 17½ cents on the sale.

I will venture to say that there is more than one stationer present at this session whose method of figuring prices has been very similar to the one described and that he has felt the force of the results at the end of more than one business year without being able to fully account for it.

I will attempt to mention some of the lessons to be learned by a study of these figures.

An Ideal System.

If we were conducting a business where we had no customers who understood the meaning of the word discount as applied to prices, and could make all of our sales at the prices marked on the goods, the ideal way of marking them would be to add 50% to the prices paid for them, whichc would mean a margin of 33 1-3% on the prices at which they were sold less the cost of handling, which we know to be 25% on the sale or 37½% on the factory price; yielding a net profit of 8 1-3%.

Unfortunately, however,—or fortunately as we may be inclined to regard it—we receive a large volume of business from large buyers who expect discounts and who are in fact entitled to them, as large orders can be handled with smaller expense than small ones; but we must keep in mind that that percentage of expense will grow larger with every order filled at a discount unless the ratio is maintained by selling a corresponding volume of goods at prices in advance of our standard method of figuring.

For illustration: If we sell during the year $30,000.00 at a discount of 20%, we must sell at least an equal volume of goods at 20% in advance of our regular method of marking goods. To make my point a little plainer, we sell a block of goods for which we paid $20,000.00 for $30,000.00, less 20%, or $24,000.00 net. To maintain our ratio of expense we must sell another block of $20,000.00 for $30,000.00, plus 20%, or $36,000.00 net. We pay for the two blocks of goods $20,000.00 each, or a total of $40,000.00, and sell one for $24,000.00 and the other for $36,000.00, or a total of $60,000.00, thus maintaining the ratio of 33 1-3% margin necessary to cover our percentage of expense and net profit.

The theory is a simple one, familiar to most merchants, but the difficulty lies in the practice.

The goods which the average commercial stationer is called upon most frequently to sell at a discount are those staples for which there is the greatest demand and which are sold at retail upon such close margins that there is little or no opportunity to recoup. The margins lost upon those goods sold at a discount must therefore be made up by marking other and less staple lines upon a more liberal percentage.

To do this with any degree of accuracy the stationer must first adopt a percentage method of figuring his prices, so that every time a bill of goods is sold at a discount, he can approximately determine the margin that is being sacrificed in each particular invoice. An accurate record month by month should be kept of the volume of sales made upon a discount basis. This can easily be done by keeping a separate sales book for this class of business. Any month that the total of these sales exceeds the amount which may be deemed desirable, the list of special customers should be carefully gone over and the character of the orders examined into, when without doubt more than one unprofitable account will be found that it will be advantageous to discontinue.

It will not require very deep study on the part of the average stationer to have him reach the conclusion that he must either relinquish a large portion of the business which he is transacting on a wholesale basis, or stiffen up his retail prices and drop from his wholesale list a large number of customers who really do not belong there.

It must be kept in mind that the customers to whom I am referring as buying in wholesale quantities at wholesale or jobbing prices are customers who, by reason of the large amounts of goods which they are able to use are supposedly entitled to such prices and that they have no connection with those so called preferred retail customers whose purchases for a variety of different reasons are billed at small discounts from the regular retail prices. The pernicious habit of granting upon request a special discount from a regular price is one which grows with surprising rapidity, one which weakens the confidence of both customer and salesman and one which saps the profits of the business to an extent that can hardly be computed.

Keep Records of Salesmen.

And while engaged in studying this department of the business, it might be found advantageous to adopt similar measures in keeping the records of city salesmen, so that sales made at a discount can be separated from those made at the regular prices. It will frequently be discovered that the salesman selling the most goods is not making the largest profit for his employer.

The classification of sales and the keeping of salesmen's records should be the work of the auditor of invoices, without whose services no billing department can be successfully conducted. It is his duty to see that bills are made out correctly and accurately figured, that no customer receives a discount unless he is entitled to it, that every customer does receive the discount to which he is entitled, that no irregular price is allowed to slip through without an O. K., that mistakes in prices are not indefinitely repeated, that every order filled is billed and that unauthorized credits are not made.

His report each month should show the amount of business billed and the proportion of that amount which has been invoiced at a discount from regular prices.

Now as to the making of those prices which are to assist the merchant to recover the margins lost on the sales made at a discount:

When the inventory of stock is completed at the end of the fiscal year, let it be carefully reviewed and the extensions carried from the inventory to a sheet or into a book where they are separated and classified under group headings such as "blank books," "pens," "pencils," "inks and mucilage," "glassware," "box files," etc.

During the year let a separate merchandise account be kept with each group. It can then be determineed what percentage any single class of merchandise bears to the total stock, whether such percentage is increasing or decreasing from year to year, enabling the merchant to more readily detect the slow moving goods, those which are moving on account of their demand by wholesale customers, and those which will bear or should be made to bear a heavier burden of margin in the making of the prices.

Conclusions approximately correct may be arrived at by those intimately familiar with the movements of their stocks without the necessity of the detailed work mentioned and much can be learned through an exchange of experiences which is one of the main objects of association. If I can give my competitor convincing information relative to the cost of handling certain lines of goods which leads him to change prices which have been incorrectly figured, I am helping myself as well as him and we are both benefited.

It is not my intention in this address, as may have possibly been anticipated, to make any effort to outline rules for the making of prices on specific lines of merchandise handled by stationers. It has been my intent merely to present a few thoughts on the method rather than upon the practice.

If I were asked to suggest a safe rule to be followed by the average stationer, I would recommend marking nothing at a price which yields less than 33 1-3% margin on the selling price, the withdrawal of all leaders at cut prices, the cancellation of all special discounts to retail customers, a careful scrutiny of all orders sold at wholesale prices, and a more liberal basis of figuring the selling prices of all bulky and slow selling goods, such as copying presses, etc., all fragile goods and goods easily soiled, such as baskets; all seasonable goods, such as diaries and calendar pads, and all other goods which you think will stand it. By a more liberal basis I do not mean an excessive profit, but a percentage merely sufficient to ensure the net profit at the yearly clean-up which is the merchant's due.

Window displays of staple items at cut prices as a rule do more harm than good. A good stationer is a necessary adjunct to every business center and good service will count more in competition than cut prices. If there are two stationers in your block or in your town and the volume of business in the district is insufficient to support both, nothing can be gained by cutting your competitor's prices, as he is bound to see you and go one better, with a net loss to both.

A window full of box files for which you paid $18.00 per gross at the factory, marked fifteen cents each, is apt to be regarded by your competitor as a display of "psychic epilepsy" and productive in him of a "brain storm" that may lead to reprisals of an expensive character.

Leaders Bad in Catalog.

Leaders are just as much out of place in catalogues as in show windows. The listing of a 75 cent staple article at 70 cents is liable to be the pebble which will start an avalanche provided our competitors permit themselves the luxury of indulging their feelings at the expense of their good sense.

Goods should be catalogued at standard prices, and an effort should be made to convince customers that they are paying for service as well as for merchandise; and it should be the stationer's aim to raise his standard of service to the very highest possible plane; for to repeat, it is in good service that real competition enters.

A few years ago it was the custom of catalogue houses to meet any kind of a price made by a competing house and to figure the cost afterwards; but I am happy to say that in recent years a complete change in sentiment has taken place, due very largely to the results of association. Personal contact with competitors has led to a better understanding and a firm conviction that each can help himself by helping others.

The firm issuing a catalogue is a power in the making of prices.

A cut-price quoted over the counter may not go further than the single customer to whom it is made, but a similar price printed in a catalogue is quoted to as many thousands as there are copies in the edition, and may be seen by as many thousands more. But while this Association stands for improvements in trade conditions, I would be very sorry to have it regarded as a combination for the purpose of controlling prices; no organization can long survive whose sole aim is to stifle competition.

By its educative influence it can be made an instrument for reform in the making of prices, and the work can, in most instances, be readily accomplished by appealing to the business instincts of the parties interested; never by coercive measures with threatened reprisals.

The few firms who prefer to pursue their individual courses free from the influence of their fellow merchants will discover in time that prices below the market do not largely increase the volume of their sales, while the effect of such prices upon their net profits will be discouraging; and the rest of us will learn that a few firms cannot do all the business.

Many of you who are present here to-day, especially those of you who have not reached the bald-headed age, can recall the reply which the wife of your bosom may have made on that momentous occasion, when you proposed matrimony and was accepted. "Dearest," said you, "I can scarcely believe it's true! What in the world did you ever see in me?"

"Nothing," she answered, toying with a button of your coat, "I think that it was your magnificent possibilities that attracted me."

And so it was, when I was asked several years ago by my business associates what I could see in this association that could be of benefit to our individual interests, I replied, "Nothing at present, but possibly a great deal in the future."

No person helps another without helping himself, and there are some things which we must accept on trust. Those of you who have worked the hardest for the success of this organization are the ones who have received the greatest benefit. In the effort to show others you have acquired knowledge for yourselves.

President Roosevelt has most wisely said that, "It is only through labor, painful effort, by grim energy and resolute courage that we move on to better things."

WRITING FOR THE PRESS.

Authors are not book-made nor can journalism be taught in text-books of colleges. There is only one real way to learn it and that is in the crucible of experience. Notwithstanding this, there are a number of books on the market and in libraries to-day which the publishers claim will teach the art of writing. Robert Luce has produced a book which is not new but which is making its appearance in a new edition, that is out of the class of books ordinarily written dealing with journalism. He calls it "Writing For the Press." Luce was a newspaper man himself once, and he has compiled all of the rules of the various newspapers that have come to his notice and with great care and attention, combined with originality, has produced a work that is away out of the class of the ordinary works dealing with journalism. He does not guarantee to make any one a journalist or an author by reading his book, but he does more in 273 pages than any one else I know of to help a student on his way. There has been a big demand for this book in the past and the future demand will be still greater. The general public will not seek it, but there are thousands and thousands of people who will, and each succeeding generation will produce more. Luce's book is worth reading and studying. It is full of sound sense and he calls things by their right names. It is written by an ex-newspaper man and consequently sticks to facts and deals with the business as it is. The trouble with all of the other books I have read on the subject has been that they have been written by people who were neither newspaper men or authors and who never could be, if they followed their own advice Some have called themselves newspaper men and authors, too, but they miscalled themselves. Luce was a newspaper man and knows what he is talking about

An Automatic Stamper and Embosser

It is claimed for the Hawkin's improved automatic steel die stamping and embossing press that it is the simplest press to operate now on the market, being entirely automatic. From the engraving which appears below the reader will note that the press has all the adjustments in the front of the machine, directly under the operator's control at all times. This in itself is a wonderful improvement in this particular kind of press, and makes the operation so simple that a boy or girl can run the press with but very little instruction.

It will be noticeable also that the inventor has adopted a principle entirely different from that of all the other makes of presses by using a rotary motion, and in doing this he brings all the movement and adjustment to the front of the press, handy for the operator. Since there is no adjustment to be made at the back of the press, it can be placed against the wall, thus saving considerable floor space and at the same time advoiding loss of time of the operator going back of the press to adjust it. There is only one adjustment for pressure and one for the wiper, the inker being self- adjusting.

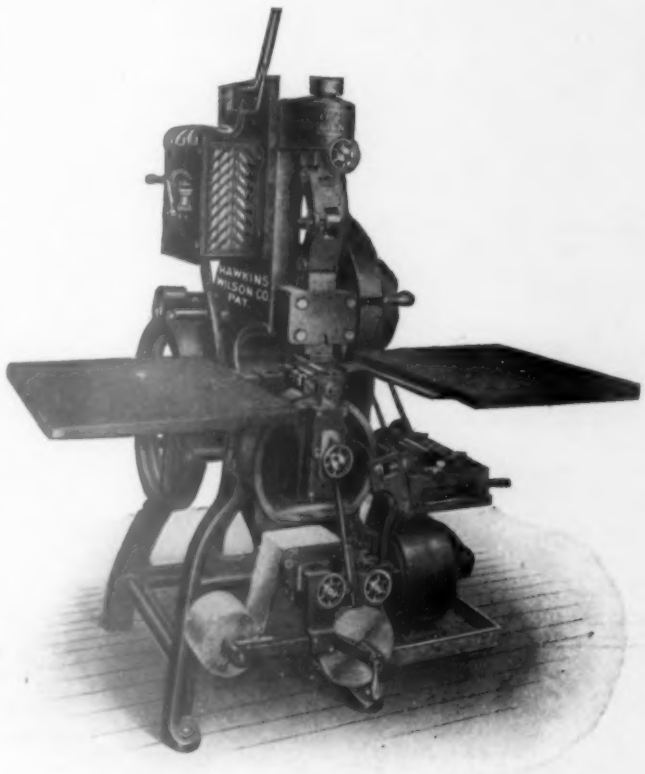
The claims for the presses are: Speed, on account of the rotary motion; quality of work, on account of accuracy in adjustment, and simplicity, on account of all adjustments being in full view and under the operator's control at all times.

One-half horse power is required, and where a motor is used it can be placed underneath the press. The starting box and speed controller are bolted fast to the front of the machine, enabling the operator to change the speed at will without stopping the press. It can be stopped instantly at any point and adjustments can be made with perfect safety to the operator while the press is running.

Any size sheet can be fed, as there are no obstructions. The press stamps bank titles on checks with ease. Box tops of most any size are easy to feed, and for stamping envelopes, either in the flat or made-up, the "Little Giant" cannot be excelled.

The weight of the press is about 1,500 pounds, less than half that of other makes of presses, being a big item in weight saving. It takes up less floor space than any other machine on the market.

The company is building the press in one size at present, to stamp dies from the smallest up to about 2x4 inches, either surface or sunk dies. The speed of the machine depends upon the expertness of the feeder, but from 1,200 to 1,800 per hour is guaranteed. Most of the machines now in operation are running from 1,500 to 1,800 impressions per hour. Their advertisement appears in this issue.



Conventions and Shows.

This being the first time that a special stationer's section was featured in the show, the displays were not as extensive as they will be in the future. Enough interest was manifested in the matter, however, to convince the management that such a section is wanted and more elaborate plans have been made for this feature at the Chicago show.

That the shows are attracting more Commercial Stationers each year, was evidenced in New York. Stationers from all over the country, and from abroad, were in attendance and found many things of profitable interest.

As a stationer's section, this part of the show was not a decided success, but as a whole there is no contradiction that the Business Show was very interesting to any commercial stationer who took the time to visit it, and there were many "live fellows" from all parts of the country—yes, from all parts of the world—and they discovered many things that were interesting and instructive.

It is proposed that the Chicago Business Show, which will be held in February next will feature this section of "Stationer's Exhibits" more than was done in New York—in fact, Chicago is a far better place for the manufacturers to make an exhibit of interest to the commercial stationers, for the reason that many more of them visit the Chicago show. In fact, Chicago is much more a "Trade Show" than New York, from the fact that in the East more of the retail buyers from New York, surrounding territory and from abroad, visit the show, while in Chicago, more of the selling representatives make the show an object of their attention.

The National Stationers Meet.

In July next, the National Association of Stationers and Manufacturers of the U. S. A. hold their annual yearly meeting, where there will be collected together some 300 to 400 delegates and visitors from the stationery trade.

Being a Criticism on the Suggestion for a Stationers' Show During the National Meeting.

The Stationers' Association is a new organization, and the past four years has been given over to promote a feeling among the stationers that in "Union there is Strength."

Many of the stationers of the country are unaware of the actual good accomplished by such a body, and are ignorant of the personal good one acquires by attending such a meeting.

Unfortunately for the Association, they have not, as yet, aroused the proper spirit in quantity from among the stationers that should be given by those in the trade. At the last meeting of the body at St. Paul, there were an equal number of stationers and manufacturers, and much of the work that should be done by the stationers is being handled by the manufacturers.

In Boston it is anticipated that a far greater portion of the stationers will take advantage of this opportunity to get together, and it is hoped that the East and West will send a large delegation to Boston to attend their next convention.

SHOW VALUE—PRO AND CON.

While the stationers are in convention, it has been the endeavor of those in charge of arrangements in the past to accomplish as much good from the meetings as might be in the shortest possible time, and practically nothing in the way of entertainment was allowed to interfere with the business meetings and the delivery of addresses and debates covering the things of interest to the stationers.

Of course, there will be always things to interest a visiting stationer to a convention city—things that he can find right in his own town if he will but take the time to look for them.

Now, if properly handled, not by the Association of Stationers, but by private individuals, it should prove interesting to stationers to know that should they visit Boston next July, they could find, under one roof, 50 or one hundred manufacturers of staples and specialties in stationery, and without detracting from the value to them of the convention, or they could visit such a building and examine the manufacturers' goods and meet the makers' representatives. We believe that many of the stationers would visit Boston for such a double purpose, and thus add to the attendance that such a convention and such an exhibition, in their joint attraction, might lend to induce some of the very busy stationers to give up their labors for one week.

A Show Promised.

Mr. Harry A. Cochrane, the manager of the National Business Show Company, has arranged with the management of the Mechanic's Pavilion, in Boston, to use such building for the display of commercial stationers' supplies and appliances, with such manufacturers who desire to reach this body during their convention.

In addition to the show, it has been put before the Stationers' Association that they can have for their service a large meeting room in the Mechanic's Pavilion for the purpose of holding their convention. The location of the Mechanic's Pavilion lends itself as a much more appropriate place of convention than the hotel already announced as the headquarters, and although the two places are much different in their attractiveness, still the pavilion is well located, handy from town and in the center of a fair hotel district.

That such a show will be a success, goes without saying. Manufacturers of lines sold by the commercial stationery trade will doubtless take advantage of the opportunity offered.

Salesmen Guests of Their President.

That everything is not all work and no play for those in the employ of The C. E. Sheppard Co., manufacturers of loose leaf devices, with factory and offices at 61-65 Cliff street, New York, was evidenced by a dinner tendered to the resident salesmen at Reisenweber's on the night of Friday, October 11th.

The party was seated at 7 p. m., and the repast that followed adds another feather to the cap of Emil, the chef.

After the cigars were passed, Mr. Charles E. Sheppard, president of the company, addressed the men. In his remarks he dwelt upon the rapid growth the house has enjoyed and the policy that to-day the company is following as diligently as at the inception of the business.

The new catalogue, which has been in preparation for three months, was then introduced and commented upon page by page, Mr. Sheppard explaining in detail many of the new devices and answering the questions that were put to him by the "boys."

John H. Moore, vice-president and superintendent of the factory, was the next speaker. The speaker confined himself to the manufacturing end of the business and advanced suggestions that would enable the salesmen to more fully realize the importance of insisting upon certain time limits for the completion of various classes of special work.

D. F. Egan, salesman to the city trade, held the close attention of all with his remarks urging the advisability of closest of relations between the house and the men. The speaker was very definite to bring out the fact that it was to the interest of all concerns that harmony and co-operation should work the every mode and attempt of each man. Upon conclusion the speaker was heartily seconded with generous applause that tended to show his to be the prevailing thoughts.

R. H. Calahan, advertising manager, spoke at length upon the proposed advertising campaign and revealed how the advertising department was the salesman's auxiliary and should be used by the men as such. From the remarks of the speaker it developed that the selling campaign planned for the ensuing year is one amounting to several thousands of dollars.

Interesting also were the anecdotes and tales of experiences as narrated by Fred J. Sheppard, W. B. Mendenhall and Charles Fields, all salesmen of the company.

After an hour or so more of pleasantry the party disbanded, all unanimous in the opinion that the relations between the house and the men had been bonded much closer by the evening's entertainment.

NEW YORK STATIONERS' BANQUET.

The Stationers' Association of New York, in their usual manner, will hold their annual banquet this year at the Hotel Astor, on January 22d next. Having already set a pace and made a reputation for doing these things in a most agreeable way and pleasing to all, the stationery trade of New York should take advantage of the opportunity of meeting some of their brothers at this affair, and once a year, at least, allowing themselves to see and be seen.

The details for the entertainment of the evening has not yet been given out, but it can be taken for granted that it will be interesting enough to attract the most disinterested, therefore a full attendance is expected.

It has been definitely arranged that the spread will cost but $4 per plate, which is rather moderate for an affair at the Hotel Astor.

A SPECIAL MEETING FOR SALESMEN.

Chicago Stationers' Association Entertain the Local Stationery Salesmen—Annual Banquet Scheduled for January.

Almost seventy-five stationers and stationery manufacturers, with many local salesmen from the retail stationery trade attended the last meeting of the Chicago Stationers' Association on October 10th, held in the Grand Pacific Hotel.

It is estimated that about fifty salesmen from the Chicago territory attended the meeting and were well paid for their trouble, as some very excellent remarks and addresses were made that would, if properly digested, lead many to more properly handle the sales end of a stationery store.

President Gibbs was there with his well directed remarks and clever stories that sink deep, and after him followed Mr. Charles A. Stevens, who always produces real "meat" from his store of useful knowledge. Mr. Fay, of McClurg & Company, also addressed the boys, and "Billie" Baxter was there with an address entitled "The A. B. & C. Classed Goods." Mr. Harry B. Brooks described how some buyers secure better prices than others. "Sam" Mayer was there, to be sure, with his usual line of stories.

The Annual Banquet.

It was decided to hold the annual banquet on the evening of either Saturday, January 11th or 18th, at the Auditorium Hotel, the selection of the exact date being left to a banquet committee, composed of the following gentlemen: Chas. A. Stevens, William Rodiger and Harry Metcalf.

It was arranged that the price of tickets for the banquet would be $3.50 each, and it is expected that a large attendance will result, as an excellent program is to be arranged for the evening.

A MAN'S COMMERCIAL STATIONERY IS HIS BUSINESS PHOTOGRAPH.

"Construction Bond" produces satisfactory high class stationery—attractive, serviceable stationery—something outside the ordinary and above the common level.

We have recently added some unique and attractive colors, shades that are not found except in the very high priced lines.

The comparatively low cost of Construction Bond always appeals to the buyer who has a knowledge of paper values. It is offered strictly on its merits in competition with bond papers costing 25 to 50 per cent more.

Remember we sell only in case lots and upwards. Write for samples.

W. E. WROE & CO.

Michigan Blvd. and Peck Court

Mill Agents **CHICAGO** **Warehouse Stocks**

NEW YORK "BOOST" CLUB DINNER.

On Thursday evening, October 24th, the Boost Club of New York held its first seasons' dinner in the rooms of the Aldine Association, where a very interesting evening was spent among the members of this organization, which, we understand, is composed of an exceedingly high class lot of fellows who have treated the club with some seriousness and not to much revelry, as has been the case with similar organizations in other parts of the country.

The following were the speakers and their subjects for the evening, and a perusal of the list will indicate that those who were fortunate in attending were well entertained:

F. P. Seymour, Esq., Arch Booster.

Wm. E. Smith, Esq., Festive Booster.

Rev. Joseph Silverman, D. D., Rabbi, Temple Emanu-El, "The Reaction of Boosting."

Winthrop E. Scarritt, Esq., former president Automobile Club of America, "The Automobile Problem."

Col. Charles W. Larned, U. S. A., U. S. Military Academy, West Point, "Boost in Secular Education."

Hon. John W. Goff, Justice of the Supreme Court.

Samuel Graydon acted as toastmaster in place of Wm. E. Smith, who was unable to be present.

Major Oliver M. Bridgeman, Squadron A, N. G. N. Y., was to have addressed the club, but was injured in an automobile accident and could not be present.

Much enthusiasm was expressed over the success of the bond issue, and the club has grown numerically from about seventy-five to nearly two hundred and seventy-five during the past year, and it is safe to assume that each member will bring in a friend during the coming year, and that before long the membership of the Boost Club will be more than five hundred.

A COMMERCIAL STATIONER

He may be so situated (in a large city) and not be interested in specialties or office appliances, but in the average city he is making more money from the "specialties" than he does from the "staples."

That's why Office Appliances is so strong among the commercial stationers of the country.

STATIONERY NEWS

Benton Harbor, Mich.

According to reports, as given elsewhere, the Hooper Stationery Co. of this city has been divided, the blank book department going to the Boorum & Pease Blank Book Co. of Brooklyn and the balance of the business will be continued as the Educational Tablet Co.

Bradford, N. Y.

The book and stationery firm of Brennan & Davis has been dissolved. F. G. Davis is to continue the business.

Boston, Mass.

Hobbs, Warren & Company have purchased the bankrupt business of Carlton Keyes, stationer of 15 Milk street.

It would indicate, from the purchaser's statement, that Mr. Keys will continue with Hobbs, Warren & Company, at 336 Washington street.

* * *

Hooper, Lewis & Company, possibly the oldest stationery house in New England, and one of the oldest in this country, recently celebrated their one hundred and tenth year in business.

The present officers of the company are: S. Henry Hooper, president; Ed. P. Dould, treasurer, and G. W. Vialle, manager. The company dates back to the year 1797, and its present standing in Boston is among the best in New England.

Chicago, Ill.

The Illinois Stationery Co. will increase their capital stock from $25,000 to $50,000 in order that the concern may better care for the enlarged business. T. H. Winter, V. A. Lunden, A. H. Waterman, H. O. Hansen and E. W. Parker were elected directors. T. H. Winter is president, E. W. Parker is vice-president and V. A. Lunden is secretary.

A dividend of 12 per cent was declared on the common stock and a surplus was put to the sinking fund. The new stock will all be taken by members of the company.

* * *

B. L. Jacobs, formerly stationery buyer for Siegel, Cooper & Co., of this city, has been promoted to a better position with Henry Siegel in New York. I. B. Unger succeeds Mr. Jacobs as stationery buyer in the Chicago establishment.

Cincinnati, O.

The stationery house of W. H. Stanage Company, Pearl and Walnut streets, Cincinnati, suffered a complete loss by fire during the end of October. The loss is estimated to have been about $60,000, with about $30,000 insurance.

The firm dealt in books and stationery, wholesale and retail.

Calgary, Alberta, Canada.

(By our correspondents.)

M. J. Gaskell, formerly with James Ogilvey Co., of Ottawa, has accepted a position with D. J. Young & Co., of Calgary. Mr. Gaskell has the reputation of being one of the best all-round book and stationery men in Canada.

* * *

Indomitable pluck and unceasing effort and energy wins out. In the face of established competition in this locality and receiving two serious setbacks inside of four and one-half years of the establishment of the D. J. Young Co., through fires from neighboring places, the firm of D. J. Young & Co. is to-day the leading one, carrying a complete line of office supplies and devices, including commercial stationery in the western part of Canada. Composed of D. J. Young as president, E. N. Kennedy as vice-president and A. H. Esch as secretary, three young men, full of vim, grit and enterprise, all working in what one may call team work, assisted by a corps of 11 employees, this firm has forged ahead and is enjoying a splendid business.

Mr. Young is a Canadian, is very patriotic and believes in Canadian goods. Only what he is obliged to buy from Uncle Sammy, he buys of the very best in the market. It is easier to sell a good article at a good price, than a cheap article at a cheap price, is his motto.

The entire trade joins in wishing these young men all the splendid success they are entitled to.

* * *

Chicago, Ills.

(By our Special Representative.)

D. R. Cameron, of Cameron, Amberg & Co., is taking a well earned vacation in the East. He will probably be away for a month.

* * *

W. J. Goodwin of the same firm came down to work the other morning wearing a dazed and dreamy look. When Collins asked what calamity had befallen him during the night, Goodwin replied, "Twins."

* * *

P. F. Pettibone is dispensing the glad news that the factory is working over-time. There can be no better indication of prosperity.

* * *

Geo. E. Cole & Co. report unusually large sales of loose-leaf goods.

* * *

David Hedberg, of the same firm, has just returned to work after a lengthy illness. He had an operation performed in May and has been in bed most of the time since then.

* * *

A marked increase in business has been noted by Geo. E. Cole & Co. since recent alterations were made in their store front. Larger and deeper windows were put in, the door was placed in the center of the building and a new concrete basement installed. Several new show-cases were added, the interior repainted and the gallery overhead enlarged.

* * *

Arthur B. Daniels, of the L. L. Brown Paper Co., Adams, Mass., spent a few days in the city last month. He reports prosperous trade conditions in the East, but says merchants are having some difficulty in making collections.

* * *

Manufacturers of the Writing Paper Association held their first western meeting at the Annex last month. It was purely social in character and was largely attended by the Eastern mills, about 30 being present.

Denver, Col.

Big "Bill" Kistler, the popular stationer of this city, has discovered that a shipping clerk by the name of Scott had done away with almost a wagon load of stationery and trinkets from his place of business, storing them in his room. "Bill" got his new job last July, and Scott gets his now on the stone pile. As long as it isn't "Bill" himself, we are glad.

Edmonton, Alberta, Canada.

(By our Correspondent.)

The Douglas Company, Limited, of Edmonton, Alberta, Canada, according to advices and descriptions, are a very up-to-date and progressive commercial stationery house, handling loose leaf devices, office supplies, mimeographs, typewriters, filing devices and other office supplies and devices. The stationery department is located at 111 Jasper Ave., while the printing department is located at 648 First St.

The location of Edmonton is the extreme northwestern part of Canada reached by rail, and it is here in this thriving, pushing and prosperous Northwest where we find a surprise in the above mentioned firm. The experienced eye will find a stock of the most modern and up-to-date, and artistically arranged store with a corps of experienced salesmen from the East and an establishment that for size and quality would do credit to any large Eastern city.

The Douglas Company carries a full and complete line of stationery, office devices and supplies. They also have a fine printing plant in connection with their blank book and loose-leaf sales. They also have a magnificent bric-a-brac department and a cut glass room. Mr. Douglas, owing to his amiable and genial disposition, is very popular in Edmonton, and he enjoys a generous business.

Faribault, Minn.

Oscar Olin, formerly of the Faribault Book & Music Store, has made arrangements to open a stationery store on Central Ave.

Fort Wayne, Ind.

The Globe Printing & Bindery Co., printers, binders, lithographers and stationery, have recently incorporated here with a capital of $25,000, and have located in a fine building well equipped for their line. A number of men have become interested who were formerly identified with other printing and stationery houses in the city. A. A. Thompson is the enterprising manager.

Hot Springs, Ark.

Six stationers were arrested here recently for selling post cards of a nature making them liable to fine.

Jacksonville, Fla.

W. B. Drew, of the H. & W. B. Drew Co., of this city, has been in New York recently on his annual purchasing tour.

Lowell, Mass.

G. C. Prince & Son, wholesale and retail stationers and office appliance dealers of this locality, have recently taken on the agency for the Oliver Typewriter, and are making a success of it.

Louisiana, Mo.

W. J. Howden, a bookseller and stationer here, will move his store to a large location in the Genzberger Building on Nov. 1st.

Lethbridge, Alberta, Canada.

(By our Special Correspondent.)

F. Ford, who for years was the popular traveling representative for the Wilson Stationery Company in Winnipeg, is now at the head of the Western Stationery Co., Ltd., in the capacity of president and general manager. Mr. Ford's wide experience in the Canadian field in the stationery line is very well fitted for the position he occupies. The new company carries a general line of stationery, blank books, office supplies and have a printing establishment in connection. They cover a large area of western and northwestern Canada and enjoy a good business.

We all join in wishing Mr. Ford success as he always did make good, and he now has the chance and the opportunity to increase his field of activity.

Missoula, Mont.

(By our Special Correspondent.)

F. M. McHaffie, of McHaffie Brothers, reports business very good. "Mac," as everybody knows, wears a 20-year Remington Service Badge, and the city of Missoula, through his efforts, is a 95 per cent Remington town. Twenty-five years ago "Mac" was plugging away at the telegraph keys for the Northern Pacific Railway Co. and gave it up to become a Remington salesman. In connection with his typewriter and supplies, he has an up-to-date commercial stationery store and his stock is complete with all the details of office furniture and supplies, loose leaf devices, etc.

Mr. McHaffie is quite a genius or character with the rod and gun, and knows every inch of the mountains where good game abounds and where good fishing can be had, and hunters from the East generally on arrival at Missoula are referred to Mr. McHaffie for information and advice and his popularity extends over the entire state of Montana, where he enjoys a very good business.

Nashville, Tenn.

The Bayless-Pullen Co. filed an application for a charter here with a capital of $50,000 to manufacture stationery, blank books and do a general printing business. L. J. Truesdale, John E. Pullen, E. C. McMillin, D. L. Scott and F. D. Bayless are the incorporators. Full details elsewhere.

New York City, N. Y.

Frank Hoffman Company has been incorporated in New York to do a printing and stationery business. Capital $10,000. Frank Hoffman, Albert T. Hoffman, 152 8th Ave., and John M. Young are the incorporators.

* * *

Julius Hamerstein, who has conducted a stationery store at the corner of Broadway and Main St., Nyack, has disposed of the business to Wm. Soennaken, of Kingsbridge.

* * *

The Keller-Farmer Co, has been incorporated here for $50,000. A. R. Keller, J. J. Farmer, F. L. Keller, C. G. Farmer, all of New York, are the incorporators. They are to manufacture and sell books and stationery.

* * *

George E. Tooker Company, of New York, has been incorporated for $25,000 to manufacture stationery. Geo. E. Tooker and Geo. E. Tooker, Jr., of Englewood, N. J., are the incorporators.

* * *

The Chisholm Stationery Co., has been incorporated for $15,000. Kenneth Chisholm, Jr., Kenneth Chisholm, of Brooklyn, and Herman E. Winne, of Ozone Park, are the directors.

* * *

Frank E. Horth, formerly manager for the Twinlock Co., in New York City, has connected himself with the Wagner Stationery Co., of 438 Broadway, one of the Twinlock Co.'s agents, where he will still handle the line.

Oklahoma City, O. T.

The Parry Stationery Co. has been incorporated here with a capital of $50,000. R. T. Parry, D. L. Parry and M. W. Parry are the incorporators from Oklahoma City, while R. H. Carr and J. K. Anderson are the directors from Chicago.

Phcenix, Ariz.

Pomeroy Brothers Co. have torn out the partitions from the stationery store building and will soon close out their stock.

Pittsburg, Penn.

C. W. Myers, a stationer of Rochester, Penn., has filed a petition in bankruptcy to the amount of $933.80.

Salt Lake City, Utah.

The Keddington-Bigler Stationery Co. has filed an amendment in its articles of incorporation with the Secretary of State in which the company changes its name to the Wasatch Printing Company.

St. Louis, Mo.

The store of the Chas. M. Monroe Stationery Co., at 209 N. 3d St., this city, suffered damage from water by having the cap of a fire plug snap off. Stock and building damaged.

Wichita, Kans.

The Millison Office Supply Co. have moved into their new building here, erected at 146-148 N. Market St. It has 11,000 square feet of floor space. The building is the widest in the city built without pillars, and is fitted up with all modern improvements, including electric elevators, interior telephones, cash carrier system, and a special heating plant.

The Millison Office Supply Company began business in Wichita in 1896, at its present location, 122-124 East First street, and 219 North Market street, in a little room at 124 North Market, 11x70 feet with little capital and one employe. It now employs sixteen persons. The bulk of the business is the handling of mail orders for office supplies, furniture and fixtures. It does business in six states and territories.

Washington, Iowa.

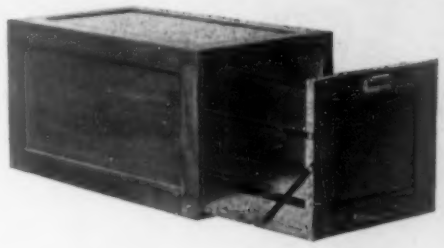
Nicola & Harmon, the stationers of this city, have filled their shelves with a complete line of stationery and books, and are doing some good local advertising. Col. Nicola and Ida M. Harmon are the proprietors.

Birmingham, Ala.

The Commercial Printing Co. are putting in a line of commercial stationery and intend

Shaw-Walker Exclusive Agencies Are Valuable

They Grow More Valuable Each Year



The Experience of Our Dealers Proves This

Bushong & Co., our dealers in Portland, Oregon, write: "We will be in our new building in a month, we want advice on signs, we wish to have "Shaw-Walker" as conspicuous as possible. The new quarters will have a frontage of 75 ft. with a show-window 26 ft. wide, devoted exclusively to office appliances."

When Bushong & Co. took the Shaw-Walker agency they were situated in a small building, second story, on a less favorable street—the Shaw-Walker agency helped to make possible their improved condition.

If you're a Shaw-Walker dealer you're an exclusive one—Shaw-Walker goods must be bought from you—and all the future additions and supplies. It means new customers.

The men who buy Shaw-Walker filing devices are fine people to have coming into your store. They're consumers of all sorts of stationery and supplies. They're business men.

Two years ago we originated the first "Pull-Out" Transfer case and each year have improved it. We are now offering the desired perfection and illustrate above our

Improved "Pull-Out" Case

(Patent Pending)

which we guarantee unreservedly to give complete satisfaction. Thousands of them can be sold in your city. It is the only sensible and satisfactory method of transferring correspondence.

Write for our "Special Proposition" to Dealers. Original, exclusive and more profitable than ever before. A proposition of special interest to you if you write now.

SHAW-WALKER

Muskegon, Michigan

Branches at Chicago and New York

making a special department of supplies and specialties for the office.

Roanoke Rapids, N. C.

The Roanoke Fiber Board Co. has been incorporated with a capital stock of $125,000.

Hillsboro, Tex.

The Texas Printing & Supply Co. has been incorporated, with a capital stock of $10,000.

St. Joseph, Mo.

Greenberg Bros., who have a department store here, are opening branch stores in Valley Falls and Washington, Kas.

Tekemah, Neb.

Miss Kate F. Ryan has purchased the stock of stationery and drugs of B. F. Griffin.

Bertrand, Neb.

Ira Francis is about to open a new stock of stationery, etc.

Dawson, Neb.

W. B. Maxe has opened a big department store at this point.

Lamona, Wash.

Chandler & Chandler have purchased the stock of stationery and cigars of O. C. Schmidt.

Bremerton, Wash.

Taylor & Wolfe have started in the stationery and drug business.

Astoria, Ore.

S. D. Lynch has purchased the Morse Department Store.

Sylvania, Ga.

The Citizen's Trading Co. has been incorporated with a capital of $50,000 and will open a department store.

Richmond, Va.

It is reported that Warner Moore and others are about to form a company to erect a paper mill, with a capital of $25,000.

Oklahoma City, Okla.

The Parry Stationery Co. has been incorporated here with a capital stock of $50,000, by R. F. Parry and others.

* * *

The American Loose Leaf Book Co., of this city, St. Louis and Chicago, has been incorporated by R. F. Parry and others, with a capital stock of $100,000.

Superior, Wis.

W. Weingartner, of Ashland, has leased a building here and will open a department store.

Bismarck, N. D.

Webb Bros. have leased the adjoining building which gives them a frontage of 125 feet for their department store.

Valleyford, Wash.

Mrs. B. H. Dougherty is putting in a new stock of stationery, etc., here.

Northport, Wash.

K. T. Welch has purchased the stationery and drug business of T. F. Parker.

Spokane, Wash.

The Palace Department Store has decided to erect a six instead of a four-story building for its future home.

Lewiston, Idaho.

George Frost, Jr., has succeeded A. G. Bagley & Co. in the book and stationery business.

Nez Perce, Idaho.

W. E. Coble has purchased the stationery and confectionery business of H. N. Roberts.

Saugatuck, Mich.

E. L. Leland & Co. are opening a department store at this point.

Los Angeles, Cal.

The Meyer Department Store has been incorporated, with a capital of $25,000.

Lake Preston, S. D.

Lewis Bros. & Linder have sold their department store to S. J. Scofield.

Garden City, Kas.

Livengood & Maust have arranged for the erection of a new department store here, with 100-foot front.

Creighton, Neb.

Oliver Jacobs has purchased the Strain news stand.

Gordon, Neb.

Tyndall Lyon, of this city, is just engaging in the stationery and drug business in Alma, Neb.

Waterloo, Neb.

M. J. Douglas has purchased the stock of stationery and drugs of D. W. Bell, of Elkhorn.

Albuquerque, N. M.

The Chas. Ilfeld Co., of Las Vegas, is reported about to move its headquarters to this city January 1.

Oklahoma City, Okla.

The Kerr Dry Goods Co. has been incorporated with a capital stock of $100,000, to open a department store here.

Mankato, Minn.

C. P. Morrell and others are opening a store here, and will have a large line of stationery.

Thorne, N. D.

W. Riedeau & Co. and Lussier & Dupius have consolidated their stocks and will carry on a department store.

Davenport, Ia.

Julius N. Peterson is about to open a new stock of stationery and other department store lines.

Cheney, Wash.

H. F. Adams has sold his cigar and stationery store to W. T. & Chas. DuBois.

Cortland, Neb.

M. D. Welch has opened a stock of stationery and drugs at this point.

Twin Falls, Idaho.

The Bee Hive Department Store is moving its stock from Kendrick to this point.

Columbus, Ind.

Jasper Ping is opening a new department store in this city.

Oxford, Neb.

The department store of the E. P. Reichert Co. has been damaged by fire to the extent of $20,000.

Dawson, Neb.

Helm & James have sold out their department store to W. B. Magee.

Harvard, Neb.

F. C. Kenower has sold his stationery and drug stock to L. F. Hunt & Co.

Wilbur, Wash.

C. A. Phillips has sold out his stationery and drug business to McGovern & Harris.

Bellaire, W. Va.

Blum Bros. have opened a department store here and will have a stationery and school supply department.

Cedar Falls, Ia.

The Howe-Hiddle Investment Co., of Minneapolis, will open a department store here.

Duryea, Pa.

Freeman Bros., formerly of Bangor, Pa., will open a department store at this point.

Dallas, Tex.

Bray Bros. & Co. have opened a department store at 312-314 Elm street.

Bonham, Tex.

M. S. Spivey & Co. have opened a new department store here, with the usual assortment of departments.

San Jose, Cal.

The department store of the Canelo Bros. & Stockhouse Co. has been destroyed by fire. Loss about $300,000.

Toledo, O.

Charles N. Bellman, manager of the Franklin Printing & Engraving Co. and president of the Stationers' Association of Toledo, was in New York recently on business.

Topeka, Kan.

E. C. Glenn has sold his interest in the Fair Department Store to T. F. Rickenbacker.

Hays City, Kan.

C. A. Harkness has purchased the book and stationery business of J. C. Farley.

Evansville, Ind.

E. K. Ashby & Co. have leased the adjoining property and will enlarge their department store.

Salem, Neb.

C. B. Emmert has succeeded to the stationery and drug store of Anderson & Emmert.

Dakota City, Neb.

Frank Orr has purchased the drug and stationery business of L. M. Leslie.

Hunter, Wash.

Chas. White is remodeling his store, and will make it a thoroughly up-to-date department store.

Glendive, Mont.

Harry Burk has purchased the interest of M. H. Dickman in the postoffice news stand.

Seattle, Wash.

C. D. Rayner & Co., book dealers of Spokane, have started a branch in this city.

Blaine, Wash.

R. H. Smith is selling out his book and stationery store.

Buhl, Wash.

The Elison Drug Co. has purchased the stationery and confectionery business of A. H. Nihart.

Rossland, B. C.

W. M. Simpson is reported selling out his stationery business.

Pendleton, Ore.

E. R. Stokes is going to put in a paper factory at this point.

Stoughton, Wis.

The Department Store Co. has secured a ten-year lease on its present location, and will almost treble its floor space.

Cedar Falls, Ia.

R. W. Christie is erecting a store here to be used as a department store.

Portland, Ore.

Mayer & Wertheimer are going to open a new department store in this city.

A CHRISTMAS GIFT!

Send your friend in the trade a five years' subscription to Office Appliances. Costs you $5. It will be "worth hundreds to him." Start him with the new year.

An Original *Weis* Idea

In Vertical Letter, Bill, Document and Legal Cap Size Cabinets

Brought out by the increasing demand from the trade for an **Inexpensive** *filing cabinet.*

THESE FILES ARE MADE OF SOLID OAK

(Weathered, Mission Style)

Equipped with Roller Bearings, Patent Lever Locking Follow Blocks. Trimmings Oxidized Finish.

"Originators of the *Weis* BRUSH TUBE PASTE, Best seller in the paste line."

Nothing Cheap About This Line But the PRICE

These Cabinets are as Practical in Every Particular as the BEST. We Manufacture them in either Two, Three or Four Drawer.

WEIS BEAM POSTAL SCALES

"SWINGING ATTACHABLE DESK STANDS"

WEIS CLIPS

WE ALSO MANUFACTURE A FULL LINE OF

Sectional Book Cases,
Postal Scales,
Brush Tube and Jar Paste,
Invoice and Scrap Books,
Clips, Binders,
Loose Sheet Holders,
Desk Stands,
Desk Trays,

"SECTIONAL BOOK CASES"

Short Account Files,
Clipping Files,
Photo Mailers,

In fact a Full Line of Office and Stationery Supplies **including the Largest Assortment of Card Index Trays and Cabinets Manufactured.**

"SECTIONAL CARD INDEX CABINETS"

"CARD INDEX TRAYS"

Our New Catalog giving full detailed information is about ready for distribution. Shall we send you one?
IT IS FULL OF NEW IDEAS.

The *Weis* Mfg. Co.

New York Office, 108 Fulton St., A. H. Denny, Mgr.

MONROE, MICH., U. S. A.

Double the Value of your Adding Machine!

by using an **Eureka Adding Machine Carriage.** It means more work—greater ease in operation—and increases the life of your machine.

Table is of quartered oak. Wheels are rubber tired. Frame is of oxidized copper. Price $17.00. Price without metal back $15.00. State name of machine used. No goods shipped on consignment. Special discounts to Office Supply Houses and Export Trade.

Eureka Carriage Company
52-54 Winder St. Detroit, Mich.

Nichols Pencil Pocket

Newest and best on the market. Saves your pencils, fountain pens and your temper.

The inside spring is the secret and it does the work. SELLS AT SIGHT. Sold by all leading stationers. Special inducements to agents.

Send 25c for Sample.
MANUFACTURED BY
NICHOLS & WILLIS, Worcester, Mass.

PENCILS
FREE OF COST

To prove that the **KIM-BER-LY Pencil** is as good as the best imported pencil made and sold at one-third less price, we will mail free of cost, six samples of different grades of hard and soft pencils to those in authority to order office supplies.

PENCIL EXCHANGE, Jersey City, N. J.

PRATT BUNDLE AND PACKET TIE

Cheapest tie on the market and the only one on which memorandum can be made

100 mailed to any United States address on receipt of . . **60c**

Applies to any size bundle, any shape. Send for free sample.

Pratt F. Mfg. Co., 117 Point Street, Providence, R. I.

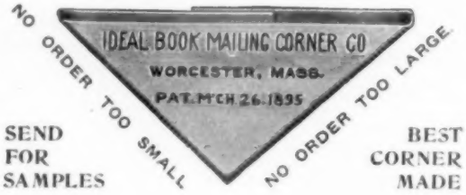
ROXBURY, Boston, Mass., June 1, 1906
Please send us 100 fasteners (Ties) like enclosed. They are O. K.
Signed,
PEOPLES NAT'L BANK OF ROXBURY, BOSTON. Beale.
(This is their third order.)

Keep Your Office Free From Dust
For Eight Years at a Cost of $1.00

This can be easily accomplished by using a

Lower Sanitary Duster

Holds the dust until shaken out. Sold subject to approval. Will not spread the dust from one surface to another, and, incidentally to your lungs, like the old-fashioned kind. Shipped to any address in the United States, prepaid, upon receipt of $1. Ten days free trial if desired. **The N. LOWER SUPPLY CO., Little Falls, N. Y.**



SEND FOR SAMPLES

BEST CORNER MADE

FACTORY TIME CHECKS

They are being used more and more. Write for our pamphlet "Time Checks and Their Use."

If it pays others it will pay you

It states our plan in three minutes

American Railway Supply Company
Address Dept. K, 24 Park Place, New York

(One-half actual size)

A TIME STAMP and DESK CLOCK COMBINED

Automatically registers the year, month, day, hour and minute of a transaction; firm name and department, or any special wording desired. Small neat and convenient.

TIME STAMPS Price $8. Send for circular.

Rec'd MAR 12 1907 **C. W. DIVAN,** Camden, N. J.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

TYPEWRITER DEALERS!

Secure a New York Headquarters by joining

The Typewriter Dealers and Buyers Association

For fostering good feeling and fellowship among Typewriter Dealers, and for protecting their interests. Particulars on application to

W. W. RAMER
108-110 Duane Street, New York City, N. Y.

No. 45 MEANS A GOOD Typewriter Cover

Dust and Moisture Proof
Free Sample to the Trade with Prices

Typewriter Specialty Co.
243 Broadway, New York

Paine's Combination Lock-Crank
(PATENTED)

Is an elegant little Nickel-Plated Crank which clamps instantly to the combination-lock knob of any safe or vault.

Imparts surprising steadiness and accuracy, and insures great ease, speed and certainty. A few turns of the crank to the proper numbers, instead of nervously twisting the small smooth knob, and the lock is open.

A LITTLE GEM, APPRECIATED INSTANTLY
Every Safe-Owner Wants One

Recommended and in use by largest banks and business houses.

Good live office specialty dealers and salesmen can make a lot of money with this article. Think of the thousands and thousands of safes and vaults—every owner is a possible buyer.

Send 50c. TO-DAY for sample and be convinced of its merits and salability.

HOMER T. SMITH, Suite 1, Burt Bldg., Youngstown, Ohio

HEADQUARTERS FOR

Typewriter Ribbons, Typewriter Paper, Carbon Paper, for all uses.

We manufacture the best line of TYPEWRITER SUPPLIES on the market.

THE S. T. SMITH COMPANY
11 Barclay St., New York City. Tel. 1164 Cortlandt.

Please send for our Catalogue and samples of Manifold, Typewriter Linen and Carbon Papers; also Price Lists of same. DISCOUNTS TO THE TRADE.

THE VICTOR TELEPHONE INDEX

New pattern — beautifully engraved aluminum front.

REMEMBER, The "Victor" was the first card index applied to a telephone, and although freely imitated, still leads the procession.

Price 50 cents—good margin for the retailer.

AGENTS WANTED
Victor Novelty Co., Boston, Mass.

PATENTS
Trademarks and Copyrights

Send your business direct to Washington. Saves time and insures better services.

Personal Attention Guaranteed
25 Years' Active Practice

Specialty:—Working on the Failures of others.

Address SIGGERS & SIGGERS
Suite 33, N. U. Bldg., Washington, D. C.

COPYING MACHINES

New York.

E. H. Klaber, formerly with Roneo Co., Ltd., London, returned to London in the middle of October on the "Lusitania." He will probably return to New York in a couple of months.

* * *

The Roneo Co. are feeling very happy these days, as they are receiving so many orders for their machines, in fact more than they can deliver. Apart from this they are receiving applications for agencies from all over the country, the plain results of recent advertising in "Office Appliances."

* * *

Philadelphia, Pa.

W. P. Deal, the Philadelphia representative of the Roneo Co., was in New York recently, and had a glowing account to tell of the progress of the machine in the City of Brotherly Love.

* * *

Chicago, Ill.

Y. & E. report a big sale here for their Rotary Copier and sales are steadily on the increase all along the line.

* * *

The Foyer Mfg. Co., manufacturing their well known copier, are rushed with orders and doing all they can to supply the steadily increasing demand for this new and very satisfactory specialty.

Marion, Ind.

The Rotopress Manufacturing Company are rushed with business and are pushing the sale of the Rotopress with great activity. The demand is very satisfactory, in fact it is keeping the factory pretty busy to keep pace with demands.

Vancouver, B. C.

Mr. William Nelson Roneo, representative from Capetown, South Africa, was in New York recently for a few days on his way to Vancouver. He paid "Office Appliances" a visit, and made arrangements for several other agencies in Vancouver. Mr. Nelson was for some years the representative of the Roneo Co. in South Africa, and was exceedingly successful. His great experience with this company and the Remington Typewriter Co., will without a doubt enable him to achieve an equal degree of success in the new home of his adoption.

Kobe, Japan.

J. W. Stevenson, of the Roneo Co., left New York recently on the "Oceanic" en route to Japan. He will spend a couple of weeks or so with the Roneo Co. in London before finally sailing for the East. In Japan Mr. Stevenson will have full charge of the Kobe office of the Roneo Company.

Philadelphia, Pa.

The first Roneo Co. agency established outside of New York in this country has been placed with the William Mann Co., who are creating a special department and putting on a special staff to attend to this business. Great things are expected from Philadelphia, due of course, to the machine and the agency. Already a very large number of orders have been sent in and will be handled as rapidly as possible. Mr. E. A. Klaber, manager of the New York office of the Roneo Co. was in Philadelphia recently, and superintended the delivery of a number of machines. Everywhere the users express the highest appreciation of the work the Roneo does.

THE McCLOUD BACK RESTER

Office and Typewriter

CHAIRS

With the Adjustable Spring Back

Can be adjusted forward or backward by simply touching the lever on the upright. Can be raised or lowered at will.

The Support Just Where You Need It

Better work and more of it because of the **comfort** this **chair** affords.

Dealers—the trade wants them—get in line and sell them. Made in 60 styles.

Write for Catalog. Dept. 2

Best Material—Best Finish—Best Sellers

NONE GENUINE WITHOUT THIS TRADE MARK

LOOK FOR TRADE MARK ON UPRIGHT UNDER BACK REST

The Davis Chair Co.

C. F. McCLOUD, Manager

Marysville, Ohio, U. S. A.

All Writing Machine Essentials Inbuilt in

THE NEW MODEL

L. C. Smith & Bros. Typewriter

If you had to run the typewriter you buy six days a week, and pay for it out of your wages as a stenographer, the qualities you would insist on are *Handiness, Easy Operation, Good Work* and *Good Wear*—four L. C. Smith & Bros. essentials.

ALL the writing ALWAYS in sight

We also give you every excellent operating device inbuilt, with such invaluable new features as the **Gardner Ball-Bearing Typebar Joint, Lightning Escapement, Silent Shift, Instant Automatic Ribbon-Reverse,** and many others.

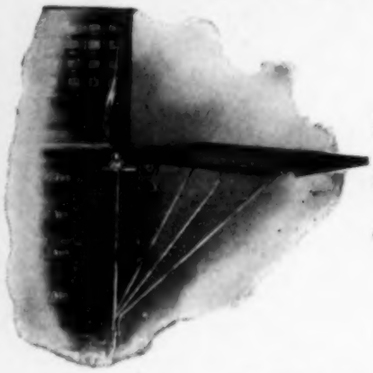
Write to-day for Free Illustrated Catalog of New Models.

L. C. SMITH & BROS. TYPEWRITER CO., Syracuse, N. Y., U. S. A.

Branch Stores and Employment Bureaus in all large cities.

Meilink's Swinging Desk Stand

Rigidity is its superior quality. No strain on your knees.
Can be locked solidly in any position.
No knee-rest or braces needed.
Any writing machine can be operated on it with the same speed as if it were on top of a desk.
Can be used on either side of a desk.
It gives the needed desk-room for reference books, card boxes, typewriter, etc.



THE ONLY STAND WITH A POSITIVE LOCKING DEVICE

By a quarter turn of a large thumb-screw the stand is positively locked in any position.

Tops enameled steel, golden oak or mahogany finish; your option. Size 14 by 18 inches.

The rods and hinges are finished in nickel, oxidized copper or black enamel.

These stands are perfect in finish and construction.

Oxidized Copper Finish - - -	$4.00
Nickel-plated Finish - - - -	4.00
Enameled, three coats, polished -	3.50

Send for our Catalogue of other good sellers.

THE MEILINK MANUFACTURING COMPANY
TOLEDO, OHIO, U. S. A.

To the Typewriter TRADE ONLY

While They Last

700 Second-hand Remingtons
Nos. 6 and 7
PICA TYPE
Between 50,000 and 100,000 Series
AT SPECIAL PRICES

These machines are in the Rough but are in fair condition and complete as to parts.

TERMS 10 PER CENT WITH ORDER, BALANCE BY DRAFT ON B ,L.

General Typewriter Exchange

Wholesale Typewriters

21 MURRAY STREET NEW YORK CITY

The CASH REGISTER

(By Special Correspondence.)

Chicago, Ill.

Mont Tennes, reported as head of the gambling syndicate in Chicago, was recently given considerable notoriety in the press due to his supposed connection with other well known gamblers and gambling interests. Mr. Tennes conducts a cash register business, dealing in second hand and new machines, with a store at 123 Clark street, which is said to bring him in an income of $25,000 a year.

* * *

Detroit, Mich.

The Michigan Cash Register Co. filed articles of incorporation recently in Detroit, with a capital of $100,000, one-half of which has been subscribed and $10,000 paid in at the time of incorporation. The stock, with the exception of two shares, is held in the name of John F. Duff. It is supposed that the factory will be located in Detroit.

* * *

Jackson, Tenn.

Frank Farkas, general sales agent for the National Cash Register Company for West Tennessee, had the great misfortune of his life in the death of his wife on the 1st of September. Besides her husband, Mrs. Farkas leaves three children, one of which is only one month old. Mrs. Farkas' people live near Richmond, Va., where the body was taken for burial.

* * *

Monroe, Mich.

The local council, which recently granted the United States Coin Register Co. three acres of land and a bonus of $5,000, has now executed a deed to the company. The company was placed under a $2,000 bond to have the plant in operation inside of six months. The new concern expects to be in running order by January 1st.

* * *

Syracuse, N. Y.

V. E. Minich, formerly with the National Cash Register Co., has been appointed superintendent of branches for the H. H. Franklin Mfg. Co., the automobile makers.

* * *

Toledo, O.

R. W. Meacham, heretofore commercial agent for the Detroit, Toledo & Ironton R. R., at Detroit, has been appointed traffic manager of the National Cash Register Co., with headquarters at Dayton.

* * *

Washington, D. C.

The National Cash Register Co. was awarded a verdict of $400 and costs in its case against the Hallwood Co. of Columbus.

* * *

Verdict for $400 and Costs.

A verdict was recently rendered by a jury in Circuit Court No. 1, Justice Wright presiding, for the sum of $400 and costs against the International Manufacturing Company of Columbus, Ohio, manufacturers of the Hallwood cash registers, in the suit brought against it some time ago by the National Cash Register Company of Dayton, Ohio.

This suit grows out of an advertisement

published by the manufacturers of the Hallwood cash registers with reference to the National Cash Register Company in March, 1904, which it was claimed by the latter constituted a libelous publication. The case was tried several months ago before Justice Anderson and after a hearing lasting more than a week, a verdict was rendered in favor of the plaintiff, which, it is understood, was set aside on a technicality. Attorneys Brandenburg & Brandenburg represented the National Cash Register Company, and Attorney H. P. Blair appeared for the defendant and consented to the verdict.

NEW PELOUZE SCALE FACTORY.

The Pelouze Scale and Manufacturing Company, in line with the general growth of their business, are completing a new factory building on Ohio street, just east of the Virginia Hotel, on the north side of the city, but close to the business district.

The accompanying illustration displays an exceedingly handsome and modern factory plant, and an inspection of the premises discloses an up-to-date building, built of reinforced concrete, absolutely fireproof. The power will be electricity throughout, with individual motors for each and every tool in the place. Every department will be connected by private telephone and the entire layout is regarded as the most modern and complete factory of its kind in the United States.

The convenient location of the factory will

enable visitors to Chicago to readily visit the plant and visiting dealers are invited to inspect the plant whenever convenient, after January 1st, when the proprietors hope to take possession.

The capacity of the new plant will be in the neighborhood of some two hundred thousand scales per year, comprising a line of general, postal, family, counter, market, candy, ice, and spring balance scales, in fact a general line of scales and weighing devices for all purposes.

The growth of this company in the past ten years from their original quarters, occupying a rented space on one floor as compared with the new factory containing some 25,000 square feet, which they own outright, speaks well for the popularity of their scales, the endorsement given them by the trade and the satisfactory treatment the company has extended to the dealers.

The Pelouze company have just issued a new and attractive scale catalogue, which will be mailed to the trade upon application.

The best way to please subscribers is to give them more than they paid for. "Office Appliances" has been and always will be a "pleasant surprise."

TO THE TRADE ONLY

CARBONS RIBBONS

Quality Price

An experienced technical staff.

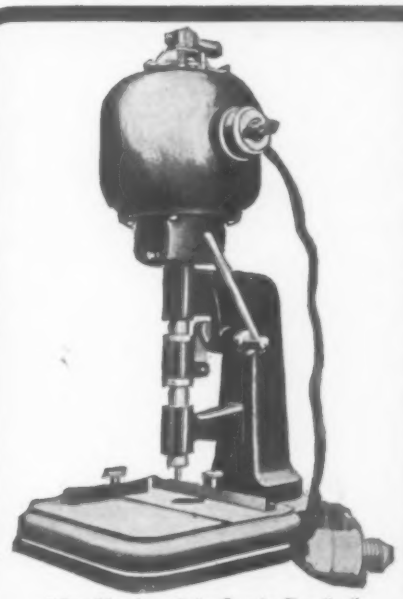
The best materials employed mean QUALITY.

Most up-to-date and special machinery that is all our own, and reasonable profit mean good PRICES.

Compare what you are selling now with what we offer. Write us to-day we shall very gladly submit you samples and trade terms.

MANUFACTURE FRANCAISE de PAPIERS CARBONE et RUBANS pour machines à écrire.

CARPENTIER, BADEL & CO., 22-24 Bd. Ménilmontant, Paris, France.
AGENTS WANTED IN ALL COUNTRIES.



"One Member of the Sparks Family."

Sparks Electric Desk Punch

(PATENTED)

is made for Office and Bank purposes

for punching round holes (⅛" to 5-16" diameter) through coupons, legal papers, cards, sheets for binders, stock certificates, etc., etc.

PUNCHES THROUGH ½-INCH PAPER

The Sparks Electric Desk Punch has an **ELECTRIC MOTOR** and a cord and socket plug which may be instantly attached to any electric light socket.

OTHER SPARKS DEVICES

LOOSE LEAF LEDGER SPECIALTIES:

Round Hole Machine—holes 3-32" to 9-16" diameter. Punches 750 sheets paper or 100 sheets card at one operation. 1,000,000 holes a day—cost of ⅛ cent per 1000 holes.

Slotting Machine—18 shapes of slot cutters. 100 cards at one operation. One minute to change cutters.

Sparks Crimper—for crimping loose leaves.

STATIONERS, DEALERS, LOOSE LEAF MANUFACTURERS

YOU OUGHT TO KNOW MORE OF THEM

The Sparks Electric Desk Punch is now used by many banks to cancel checks, coupons, etc., because of its EFFECTIVENESS. Also by commercial concerns, while the OTHER SPARKS DEVICES are so great a SAVING FACTOR in the manufacturing cost of *loose leaf supplies, card systems*, etc., that no manufacturer without them is saving all he *can* and *should*.

WRITE FOR MORE PARTICULARS TO

Walter Sparks, 12 Dutch St., New York

We make machines at prices running from $12.00 to $200.00 but

"THE SUPERIOR CARD CUTTER"

here illustrated is our best seller.

It is designed to supply the demand for a low priced shear, well constructed. It has a practical working gauge for squaring and trimming. The blades are of the best steel, 12 inches long. The iron frame has an iron gauge that runs smoothly on the steel bar. The bed is of wood, with grooves and strip; the head has a new pivot mechanism, adjustable, to compensate the wear and grinding of the blades.

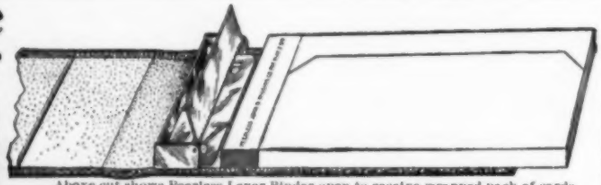
Price $12.00, express paid throughout the U. S.

Sent on ten days' free trial to reasonable firms. Catalog free.

Cut your carbon paper with THE SUPERIOR CARD CUTTER.

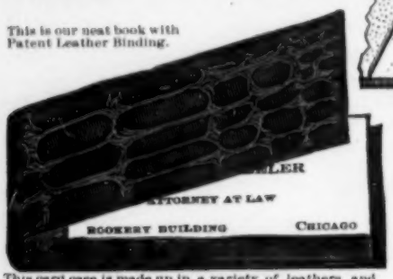
Marshall Son & Co., Inc., 262 Purchase St., Boston, Mass.

No more work for the Stationer or Printer



Above cut shows Peerless Lever Binder open to receive wrapped pack of cards. After lever is closed, wrapper is torn off and cards are ready for use.

This is our neat book with Patent Leather Binding.



This card case is made up in a variety of leathers, and is equipped with our Patent Lever Binder, in which a new lot of cards is quickly inserted when empty.

to furnish PEERLESS PATENT BOOK FORM CARDS than the ordinary loose cards. We supply you with the blank PEERLESS BOOK FORM CARDS which are scored and detach from stud leaving a perfect straight edge—NO PERFORATION. We also furnish the leather cases having LEVER BINDER attachment. These cases are self-binding, and receive the cards, binding them firmly in case. Equipped with these Cards and CASES you only have to do the printing to be able to furnish your customers with the latest and most approved business or calling card. No extra or special machinery is necessary for you to handle the PEERLESS BOOK FORM CARDS. Send us your address—we want you to have our samples.

Just examine these drawings with care and our system will appeal to you INSTANTLY.

This cut shows our Patent Lever Binder with lever closed, holding pack of cards firmly in our refillable case.

The John B. Wiggins Company

SOLE MANUFACTURERS

Engravers—Printers—Die Embossers

16-22 East Adams Street, CHICAGO

PURE RUBBER COVERS

TO THE TRADE ONLY

My Rubber Covers for Typewriters, Adding Machines, etc., are made from **PURE GUM RUBBER** and are all **HAND CUT**—thus giving that graceful curved outline so much desired and admired, as it fits the machine perfectly.

ASK FOR No. 6—PURE RUBBER—$21 PER HUNDRED

My composition, Imitation Rubber Covers, are a cheaper Cover—$15 per hundred— but although as well made as the pure rubber—cannot be compared with it in durabilty or looks.

Before buying inferior covers get my samples and prices for comparison—you will be surprised—but then I am the manufacturer, not the agent

If you prefer a good cloth Cover, I have several different kinds—and the prices are right.

BUY DIRECT ——— SAVE AGENTS' PROFITS

W. BURNHAM, Central Park, Long Island, NEW YORK

LOOSE LEAF NEWS

(By Special Correspondence.)

Kalamazoo, Mich.

The Kalamazoo Loose Leaf Ledger Company is doing a big business in Great Britain, since the establishment of a branch office in Birmingham. The company is represented by Moreland & Co., and through this office transact business over the entire of the British Empire.

New York, N. Y.

Blank Book Binders, Paper Rulers and Loose Leaf Manufacturers held a well attended meeting in the headquarters of the New York Stationers' Association recently. Some of the members of these trades have formed themselves into an association, for the purpose of acquiring a better relation with themselves, and meetings are fixed for every second Friday of each month. The association was organized September last by Edward A. Anderson, of Anderson & Prigge, of New York.

The officers of the association are:

James Fitzgerald, president, of Davis & Fitzgerald.

Edward Anderson, vice-president, of Anderson & Prigge.

George Corlis, treasurer, of Corlis & Oxley.

C. F. A. Salter, secretary, of Wood & Salter.

* * *

George X. Hickerson, of the Trussel Manufacturing Company, 106 Fulton street, New York, has spent several weeks in the Swedish Hospital of Brooklyn, recovering from a serious operation. While Mr. Hickerson is on the rapid road to recovery, he will not take up his active duties for some weeks, having arranged to spend the month of November at Idylease Inn, Newfoundland, N. J. His many friends will be pleased to hear that he will soon return to business.

* * *

Frank E. Harth, formerly assistant manager for the Twinlock Company, in their New York store, has resigned his position and connected himself with the Wagner Stationery Company, of 438 Broadway, New York, one of the agents of the Twinlock Company, where he will be pleased to see his friends.

Mr. Harth has been selling loose leaf devices for years, and is one of the best posted men in his line in New York, having formerly been with the Tengwall File & Ledger Co., some ten years ago.

Chicago, Ills.

The American Loose Leaf Book Company has been incorporated in Oklahoma City, with a capital of $100,000. M. W. Parry, R. F. Parry and O. L. Parry, of Oklahoma City, are given as the incorporators from Oklahoma, while J. K. Anderson and R. H. Carr are the names mentioned from Chicago. It is understood that this is a part of the well known Chicago house of the same name.

Winnipeg, Canada.

A. A. Tait, western salesmanager for the Business Systems, Limited, of Toronto, suffered a sad blow in the loss of his twelve year old and only son, Leslie. The boy fell from

his bicycle and was run over by an electric car here on October 26th. Much sympathy has been expressed in their sorrow and loss. Mr. Tate was formerly, for five years, with the Baker-Vawter Co., representing them in different territories.

KALAMAZOO AND HOPPER STATIONERY COMPANIES COMBINE.

Boorum & Pease Blank Book Co. Purchase Old Plant.

An important industrial deal looking to the consolidation of the Kalamazoo Stationery Company of Kalamazoo and the Hopper Stationery Company of Benton Harbor, Mich., was completed at a meeting of the board of directors held recently. A formal transfer of stock was made and Bertrand Hopper of Benton Harbor and Henry S. Dayton of Quincy, Ill., were elected members of the board. Mr. Hopper will move to Kalamazoo and take an active interest in the affairs of the new concern, which will continue under the name of the Kalamazoo Stationery Company.

This proposition has been under consideration for several months, and its successful consummation is a big thing for Kalamazoo's paper interests. The present plant of the Kalamazoo Stationery Company will be doubled by the erection of a building 225 x 100 feet in dimensions and an exact duplicate of the building now in use. The new building will be located along the C. K. & S. railroad tracks and will afford adequate loading and unloading facilities. It will form an L to the factory now in use. The contract for the addition will be let this evening.

Will Be Moved to Kalamazoo.

The machinery, stock and good will of the Hopper company will be moved to Kalamazoo, and the plant will have installed a total of 14 ruling machines, ten of these being rapid disk machines, and four pen machines. The daily capacity of the new plant will be 100,000 tablets and employment will be given to from 200 to 225 hands.

Both Bertrand Hopper and Henry S. Dayton are widely and favorably known in the paper trade and their identification with local paper interests is meeting with approval among local business interests.

Mr. Dayton is interested in tablet companies in Watertown, N. Y., St. Joseph, Mo., Elkhart, Ind., and other places, being a leader in this branch of the trade in the United States.

In connection with this deal the Hopper people have sold their plant in Benton Harbor to the Boorman & Pease Blank Book Company of New York, which will be conducted in the future as a branch of their immense industry in the East. The Boorman & Pease Company are leaders in their line in America and will run their new western plant to its full capacity.

Baltimore Stationers' Meet.

The Baltimore Stationers' Association will hold its first annual dinner at the Hotel Belvedere on Tuesday, November 12, at 7:30 p. m.

A great deal of interest is being manifested and it is expected that the affair will be very enjoyable and lead to a still better feeling than already exists among the members.

SAMPLES BRING RESULTS

Dealers who have not learned of our plan for the introduction and sale of

Carter's Ideal Typewriter Ribbons and Carbon Papers

Write for full information at once to

THE CARTER'S INK CO.

172 Columbus Ave., Boston, Mass.

BRANCHES: NEW YORK CHICAGO MONTREAL

HIGGINS'

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter supplied to the Trade.

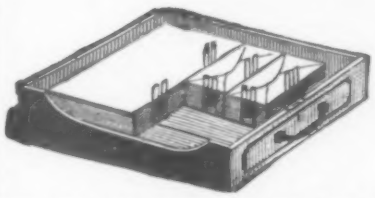
Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins Inks and Adhesives.** They will be a revelation to you.

AT DEALERS GENERALLY

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N.Y., U.S.A. New York—Chicago—London

Dixon's Adjustable Drawer Partitions



Readily applied, removed or adjusted to any desired position.

Four sizes—1½, 2, 2¾ and 4 inches high.

Price, 50 cents per dozen.
(Postpaid.)

T. P. & H. H. DIXON, 1312 Filbert St., Philadelphia, Pa.

BEND BACK TO OPEN RINGS

The Trussell Loose Leaf Memo

Is an exact reproduction as to thickness and shape of the most approved sewed memorandum book and is

...MECHANICALLY PERFECT...

Easiest Book to Operate Ever Devised

Handsomely bound in morocco, also black watergrain buffing and range in price from the lowest of any on the market to the highest

PRICE LISTS UPON REQUEST

Trussell Manufacturing Co.
106-108 Fulton St. New York

Pat. Aug. 28, 1906 Sept. 11, 1906
PRICE 25 CENTS

The No. 50 "CAPITOL"
NON-EVAPORATING INKSTAND
a new size of the famous "Capitol" Inkstand, with Pen Rest

Protected from air and dust the ink is kept clear and fluid until the last drop is used from small concave depression under funnel.

Impossible to get ink on penholder, and so fingers are kept clean.

OTHER SIZES

No. 2—With Solid Square Glass Base	$ .50
No. 25—All Glass with Pen-Rack Extension	.75
No. 9—A No. 2 Stand on Oak or Mahogany Base	1.25
No. 6—2 No. 2 Stands on Oak or Mahogany Base	2.00

OTHER SPECIALTIES

"Gem" Paper Clips (per box of 100)	$ .15
Ideal Paper Clamps (for bunch of papers) per doz.	.25
Duncan Envelope Sealer and Moistener	.50
"Pinch" Paper Fasteners No. 2 (per box of 250)	.15

WRITE FOR COMPLETE CATALOGUE

CUSHMAN & DENISON MFG. CO.
240-242 West 23rd Street NEW YORK CITY

C. H. DEXTER & SONS
Windsor Locks, Conn.

make PRINCESS COVER
Papers for Catalogues, and
STAR MANIFOLD LINEN

Papers for Carbon Manifolding in all its branches

PEN & PENCIL

Toledo, O.

Possibly the cleverest fountain pen trade mark, and the best piece of advertising mechanism in the shape of a moving automaton, is the new advertising devices being shown throughout the country by the William Bolles Pen Company, of Toledo.

This clever automaton is nothing more than a large fountain pen, mounted on red metal legs, and so made that the pen automatically dips its head (the pen point) into an ink well, and then spits the ink from the point after raising itself to a standing position.

The make-up of the entire device is rather weird and peculiar, and will attract thousands who chance to see it. It is probably one of the best, if not the best advertising window display ever produced.

The same machine, worked up in design, has been adapted by the William Bolles Co. as their trade mark.

This company is putting out a fountain pen about four inches in length with the non-leakable feature.

Boston, Mass.

W. J. Chapman, manager of the Boston office of the L. E. Waterman Co., is now visiting his trade in Baltimore, Philadelphia and Washington. He reports business as exceptionally good.

New York, N. Y.

C. A. Crist of the L. E. Waterman Co., will leave New York shortly on a trip through the important towns of New York and Pennsylvania.

* * *

L. E. Waterman Co. report that business iu their famous pens is simply booming. They have had such a rush that they have been compelled to work over-time. They are increasing their bookkeeping department, and with a view to encourage their employes to become better acquainted with other departments of the business, and to qualify for better positions they have inaugurated an evening school of instruction, which is proving a great success. This firm is an enterprising one, and is always in the van in plans to improve the positions and effectiveness of their large staff. The members of the firm take a lively interest in the welfare of each of their employes—a condition which is much to be appreciated in these days of "soulless corporations."

* * *

R. S. Eagles of the L. E. Waterman Co., leaves shortly on a trip through the state of New Jersey. He has just returned from a very successful journey through the South.

* * *

Mead Fountain Pen Company, New York, has been incorporated for $2,000. Jacob J. Mead, 390 Crescent Ave., Brooklyn, E. A. Treadwell, Isaac E. Hoagland, of New York, are the incorporators.

Salt Lake City, Utah.

John Held and A. S. Zimmerman, after spending some time in the East purchasing material for the manufacture of fountain pens, are now engaged fitting up their plant here and will begin business about the first of the year.

Omaha, Neb.

The Randolph Manufacturing Co. has been incorporated here for the manufacture of a new ink-well, invented by J. B. Randolph. The capital of the company is $100,000. Carl Marquardt, Alfred A. Muller and A. L. Hough are the incorporators.

Rockford, Ill.

Charles C. Spengler has sold his patent, No. 868,028, covering a pencil sharpener, to the Automatic Pencil Sharpener Co., of New York.

Potato Pencils.

The fact that cedar wood suitable for making lead pencils is expensive and the supply growing rapidly less has led some German scientist to invent a process for making lead pencils and it is said that in a short time the wooden pencil will be driven out of the market. The new product is slightly heavier than the cedar wood article, but is the same in size, form and appearance, admits of sharpening more easily, and can be made at a nominal price.

A company has been founded in Berlin to manufacture the article. The cost of manufacture is estimated at $0.00928. The second quality pencil can be made at a cost of only $0.00595.

At the estimated production of 48,000 pencils a day, the yearly production would be 14,400,000 pencils. Exports of these pencils from Germany to foreign countries for a year equalled 15,166 tons, or a total of 3,033,200,000 pencils.

NEW INVENTION IN TICKET MACHINES.

Device Which Prints And Records Sale of Tickets Furnishes Complete Report at End of Month.

A device which will record the sale of tickets as well as printing them when desired, may be installed in Railroad offices if the Chicago officials who now have the new invention of T. H. Hartley, a well known railway man, under consideration, may decide to use it.

The new labor and time saving device has been called the linotype ticket machine, because it is operated in miniature on the linotype principle. It issues single and round trip tickets from a continuous roll and eliminates entirely the use of pasteboard tickets, now commonly sold.

One of the most modern features of the machine is the fact that it is equipped with a recording and computing device and records of all sales are kept automatically. At the end of the month a turn of the lever furnishes a complete report for headquarters, which under the present system must be done by hand. Several of the railway offices in the north lean favorably to the invention and in Houghton, where a trial machine has been installed, it was found to work perfectly in every detail.

Three in Union.

There are only three engravers of shorthand in England. One lives at Bath. He has, as a joke, suggested to his two London fellow-workers the propriety of a trade union.

McMillan Typewriter Books

For Use With Any Typewriter

For Public Records, Directors' Minutes, Sales Books, etc.

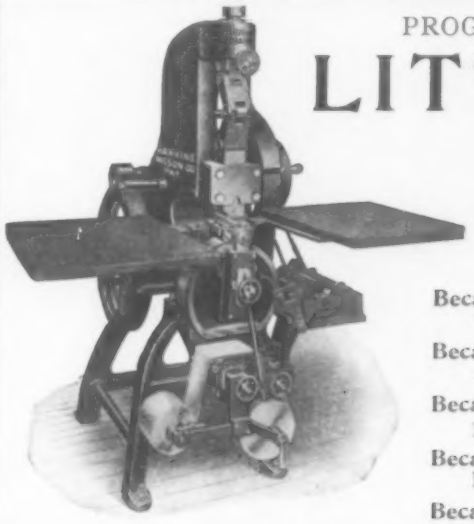
Appearance exactly like ordinary Blank Books. Safeguarded

McMILLAN PRODUCTS

Typewriter Record Books, Sales Books, Flat-Lying Books, Inventory, Order Books, School Note Books, Parish Records, Check Books, Price Books, Book Index, Flexible Post Binders, Etc.

Sold by Prominent Dealers and Typewriter Companies

McMILLAN BOOK COMPANY, Syracuse, N. Y.



PROGRESSIVE FIRMS INSTALL THE

LITTLE GIANT

POWER PRESS

Because—It will print and emboss at one operation accurately from steel dies or plates faster and with more economy than any other machine of this character.

Because—It has plenty of open feed room, allowing any size sheet to be fed with ease.

Because—It registers accurately, giving the finest results obtainable.

Because—It has all the adjustments in front of the press within reach of the operator at all times.

Because—It enables you to make prices which will land the order at better profits.

Because—It earns its cost in a short time.

Write us for Catalog, Price, etc. Bring or send us your dies for a demonstration.

MANUFACTURED AND FOR SALE BY

Hawkins-Wilson Co., inc., 712 Sansom St., Phila., Pa.

Canadian Agents: The J. L. Morrison Co., 445-447 King St., W., Toronto, Can.
Cuban Agents: Arturo Hernandez Mejia, Havana, Cuba
Mexico Agents: Parsons Bros., Mexico City

We Want You to Know

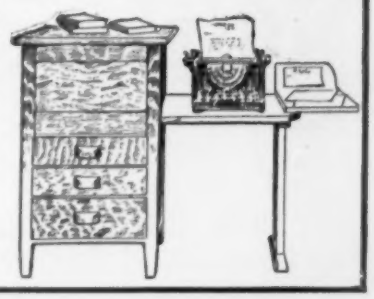
more about this cabinet, for it has proved **the biggest seller** wherever shown. No cabinet like it in finish, style, etc. Finest figure panels, **quartered oak, wax or satin finish,** antique color—hence, not easily scratched or marred.

Exclusive agencies granted to right parties in towns where we are not represented.

Write to-day for terms and prices.

G. S. HUDSON & SON, Ellisburg, N. Y.

SOLE MANUFACTURERS



Queen Office Typewriter Desks and Chairs

Improved, The Latest, The Best

Sold Direct to DEALERS Only

42 in. long, 24 in. deep, 32 in high.

(Patent Applied)

No. 500—Queen Typewriter Desk.

All Typewriter Desks

are equipped with our Patent **Copy Holder** being placed in direct line of vision enabling operator to sit erect. **Saves time** and errors. **Solid oak** workmanship and finish guaranteed. Returned at our expense if not satisfactory.

36 in. long, 29 in deep, 46 in. High.

No. 100—Salesmen Desk.

ALL DEALERS Should get our Catalog and prices before ordering elsewhere **Send** to

THE MARYSVILLE CABINET CO., Marysville, Ohio, U. S. A.

NEW CATALOG FREE.

Send in your Fall order now for Keller's Inks Liberal dating given on request. The Robert Keller Ink Co. Detroit.

BUCKEYE RIBBONS AND CARBONS

REPRESENT THE

Highest Standard in Quality **They Are Right in Every Respect**
Satisfy the Most Particular Users **Buckeye Ribbons are Trade Builders**
Carbon Papers both in the Hard and Sensitive Finish.
Write for Booklet and Prices. :: Samples on Application

THE BUCKEYE RIBBON & CARBON CO., Manufacturers
1017 Huron Rd. S. E. **Cleveland, Ohio, U. S. A.**

The TIME RECORDER

Cincinnati, O.

(By our special representative.)

The Cincinnati Time Recorder Co., which is one of the largest companies in this section of the country, is very far behind in their orders, and they state that this has been one of the most successful seasons they have had. The company is enlarging its plant, and have put on an increased force of men in order to handle the increased business.

* * *

New York City, N. Y.

(By our own representatives.)

The new Plaza Hotel has been equipped with the W. H. Bundy Time Recorders. This is the finest hotel in the world, and the installation reflects great credit on the energy and activity of the management of the W. H. Bundy Co.

* * *

The Follett Time Recording Company, of New York, has had issued to it incorporation paper, with a capital of $300,000. Albert Blackburne, E. W. O'Meara, Thomas Dowdell, all of New York, are the incorporators.

* * *

Rochester, N. Y.

The new catalogue of the Block System Time Recording Company is being mailed by that company from Rochester, N. Y. The booklet describes this new card time recording system and explains with colored specimens the markings and system used.

SMALLEST ENGRAVING.

Washington Expert Puts Two Alphabets on Pinhead.

What is probably one of the most remarkable feats of engraving ever accomplished has been done by Clarence K. Young, one of the experts in the bureau of engraving and printing at Washington. It is undoubtedly the smallest bit of engraving in the world.

It was thought that when a man engraved the Lord's Prayer on the back of a $1 gold piece the limit of wonderful feats with the engraver's tools had been accomplished. But in 1904 this was beaten by a Philadelphia expert, who engraved the entire alphabet of 26 letters on the head of a pin.

Mr. Young, however, excelled the Philadelphia man by engraving two full alphabets, a date and a name on the head of pin only 65-100ths of an inch in diameter.

Mr. Young had said in a dispute with another expert that if the Philadelphia man had engraved the alphabet on the head of a large pin he could put all the letters on the head of a small one and have some room left. Several other experts bet him that he could not, and the engraver started to make good his assertion. In about a week, working now and then for about 15 minutes at a time, he accomplished the task. He found room enough left on the pin head to put his name, "Young," in one corner.

So Mr. Young won his bet, but some of the experts said they could duplicate his feat, and

several did engrave the alphabet on pin heads. This put Young on his mettle, and he determined to set a mark for his fellow-workmen.

He obtained a small pin, less than an inch long, with a head less than one-sixteenth of an inch across, and started in, taking a half day off for the purpose. When he put his tools away that night he had engraved 61 letters on the surface of the pin head.

To see the double alphabet, the date and the name on the pin head a powerful magnifying glass must be used. The letters stand out by themselves separate. Each one is approximately the same distance from its neighbor, the lines are perfectly formed. One alphabet and the date occupy half of the surface and another alphabet and the name "Young" the other half.

DISAPPEARING PAPER.

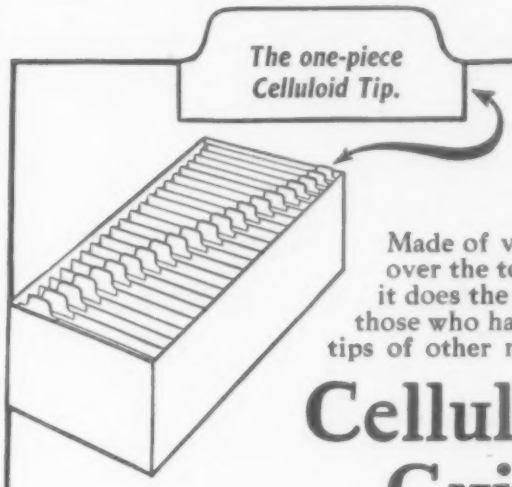
While the healthful progress of modern science and invention is to be encouraged and approved, as a rule, there are, nevertheless, occasions when misdirected effort tends to bring about results grotesque, if not altogether undesirable. Things that appear, at first blush, to be all right, often show up in very different light after they have been carefully pondered and thought upon.

In this latter class of inventions we should place the newly discovered "disappearing paper." This recent output from the busy brain of some captious genius is apt to do more harm than good. It is nothing less than a variety of writing paper which, from having been previously soaked in sulphuric acid and afterward partly neutralized by ammonia vapor, disintegrates within a few months and disappears entirely! It is absolutely free from any indication of difference from ordinary writing paper, and presents nothing to the naked eye at all suspicious or out of the usual in appearance. It is as innocent as it can be, so far as its looks are concerned, and its first evidence of the fraud it perpetrates is its falling to pieces and all but evaporating, as it were.

While the general use of this paper would, admittedly, do away with much scandal, many breach-of-promise suits, and numerous embarrassing situations, it would, at the same time, eliminate much that is useful in life, deprive us of great quantities of wisdom, and certainly detract much from the gayety of the nations.

Suppose, for instance, the Bellamy Storer correspondence had been conducted on such paper? It would have deprived the world of a particularly relaxing incident—and just at a time when it needed to be relaxed. Who can estimate the importance and far-reaching effect of that controversy? Why, the billows of laughter then set up are rippling still. To have missed that one good thing would have far outweighed many possible results in other directions.

In our opinion, the useful quality of the writing paper we now have is sufficient unto the needs of the day. Persons who do not wish their letters to arise and confront them in the future should not write such letters—that's all. A postscript, "Please burn this letter," may or may not be effective, but no man or woman has a right to beguile one into a correspondence the which might be conducted in a fraudulent and swindling manner on the one hand and in a straightforward manner on the other. If "A" writes letters to "B" that "B" may feel tempted to hold, to "A's" future embarrassment and chagrin, "A" should enjoy the same opportunities as to "B's" output.



A Tip on The Tab

Made of very thin celluloid *in one piece* folding over the top of the card and protecting it where it does the most good. Instantly appreciated by those who have had experience with the two-piece tips of other makers. Samples of these one-piece

Celluloid Tipped Guide Cards

free to dealers desiring them for distribution among their customers. The prices will appeal to both dealer and customer.

These guide cards can be furnished in any size or shape—with tips of any color—plain or printed with any classification desired.

STANDARD INDEX CARD CO., 701-709 Arch Street, Philadelphia, Pa.

WE MANUFACTURE
Name and Number Plates, Badges, Checks, Stencils, Steel Stamps, Inks, Door Plates, Etc.

ESTABLISHED HALF A CENTURY. Send for Catalogue No. 59 and folder just issued, describing time, trade and tool checks, script signs.

Bronze
Brass
German Silver
Enamel
Glass
Signs and Letters

Bronze and Brass Tablets
Raised and Sunk Letters

N. Stafford Company

67 Fulton Street New York

THE MOST COMPLETE LINE

CARBON PAPERS
TRANSFER PAPERS
STAMP RIBBONS
CARBON ROLLS
TYPEWRITER RIBBONS
TYPEWRITER OIL
NUMBERING MACHINE INK

J. A. HEALE & CO.

MANUFACTURERS
The mark of quality

96 JOHN STREET :: :: :: NEW YORK, N. .

"MARKWELL" TYPEWRITER RIBBONS

are made in ALL COLORS—copying and non-copying

FOR ALL MACHINES

The entire factory is devoted *exclusively* to the manufacture of Typewriter Ribbons—nothing else—just Typewriter Ribbons.

BI- and TRI-CHROMES PARTICULARLY RECOMMENDED.

DEALERS WANTED In All Countries

Plain or decorated metal boxes at the same price.

FRANK BAYER
Specialist in Typewriter Ribbons
22 North Williams Street NEW YORK

Have You Had Samples of Our New Line of

Non-Flake, Non-Smut, Non-Curl, Non-Grease Carbons

Our Blacks are superior to any carbons on the market for finish, color and wear. The only makers of genuine Pen-Carbon.

PEN-CARBON MANIFOLD CO., Inc.
65 Mine Street, - - - New Brunswick, N. J.
OUR SYSTEM IS LARGE SALES AND SMALL PROFITS.

Typewriters To the Trade Only

Large assortment of all makes, in the rough or repaired, at lowest prices for cash.

Orders promptly filled. Write to-day for prices on machines wanted.

B. D. UNDERWOOD TYPEWRITER EXCHANGE
92 LA SALLE STREET, CHICAGO, ILL., U. S. A.

TYPEWRITER REPAIRS

There is money in repairing. You can get your share if you have the parts. Our business is to supply them. No. 10 Part Catalog mailed on request. Editions in English, German, French and Spanish.

THORP & MARTIN CO.
BOSTON, MASSACHUSETTS

OFFICE SPECIALTIES

(By Special Correspondence.)

Terre Haute, Ind.

The Victor Safe & Lock Co., of Cincinnati, recently placed a 5,500 pound safe with the local schoolboard.

Rochester, N. Y.

The Protectograph Company, makers of check protecting devices, has purchased property in this city, where they intend erecting a large factory building. G. W. Todd, who is president of the concern, advises us that no expense is to be spared to make the plant one of the most up-to-date in the country, and one of the largest plants in Rochester.

Columbus, O.

The Commercial Paste Company has recently enlarged its plant at 114 South Front street. Additional space was secured by leasing more of the building which is occupied, and a number of new machines have been installed. The business of this concern shows an increase of more than 200 per cent over last year. Jacob Ceich is general manager, to whom the success is credited.

Chicago, Ill.

The Perine & Mosely Company, recently in the hands of receivers, are paying 20 cents on the dollar, and it is understood that the company will continue with Mr. Mosely and others at the head. The company have removed their Chicago headquarters to more moderate quarters, where it is intended the new management will conduct the business on economical lines, making a specialty of routing cabinets and maps, together with a line of office files and cabinets.

* * *

The M. & B. Manufacturing Co. has been incorporated in Chicago, capital $12,000, to deal in rubber stamps and stationery. Louis Melind, Julius W. Melind and Waldemar Bauer are the incorporators.

New York, N. Y.

The Simplex Manufacturing Co., of 140 Nassau St., New York, the makers of the new Simplex Envelope Sealer, made their first demonstration at a business show during the recent Madison Square Garden exhibition, and were able to interest many thousand possible users of such machines in their envelope sealer.

President Burt, of this company, was much pleased with the success of his machine, and his entire force were capable of acquiring much knowledge in the selling game during the show—which is an education in itself.

* * *

James P. Dinsmore, a retired ink manufacturer, and a former member of the firm of Carter, Dinsmore & Co., died recently at his residence, 704 Eighth avenue, Brooklyn, aged 83 years. He is survived by a wife and son, John.

Green Bay, Wis.

The Green Bay Post Card Company has been established here by Robert Hoffman, E. G. Markle and Oscar F. Mann. They will make a specialty of the ten color variety.

Philadelphia, Penn.

The Bowes Electric Envelope Sealer was

Over 100 reasons why they should be used.

Dealers:—There is no other one specialty that will pay you as handsomely as the

North American Typewriter Backing Sheets

An absolute necessity with all typewriters where clear neat writing is an object. As essential to the writing machine as a pad or backing is to a printing press. It will sell in every office. Most liberal discounts ever given on a patented, fast selling specialty. **Retails at $1.00 per doz.**
Extra inducement: Express paid on all orders placed in July. **Send at once for sample and prices.**

The North American Supply Co.
Long and High Streets **Columbus O., U. S. A.**

We Want Dealers

everywhere for our

"Republic" Carbon Paper and Typewriter Ribbons

the latest and best goods placed on the American market

Send for details of exclusive agency and full line of samples

DO IT NOW

Republic Carbon & Ribbon Mfg. Co.

(Bona fide Manufacturers)

180-182 Centre Street, NEW YORK, N. Y.

exhibited by the Standard Addressing Machine Co., of New York, at their booth in the National Business Show. The machine is the invention of Thos. F. and W. H. Bowes and is marketed by the Thos. F. Bowes Company of South Highland avenue, Pittsburg, Penn. The machine is run by an electric motor, and a feature of the device is that the envelopes do not have to be fed in perfectly straight, but straighten themselves.

G. W. Todd & Co. to Build.

Another large factory will be built in Rochester in the near future. "The Protectograph Company," which manufactures a device for protecting checks against alteration, has just purchased an acre lot in University avenue, just beyond Culver road, with the intention of erecting an immense manufacturing plant.

G. W. Todd, who is at the head of the concern, says that no plans as to the actual building have been considered yet, as operations may not be begun until next fall, but the size of the lot purchased indicates that it will be one of Rochester's largest manufacturing plants.

At present the concern is located in West avenue, where it is under the double disadvantage of being cramped for room in its manufacturing department and being obliged, because of the lack of room, to maintain its business office in the Trust Building.

In the new plant, when it is built, provision will be made for a much larger manufacturing department than is needed at present, so that in case of future growth of the concern it will not be difficult to meet the required demands and also a suite of handsomely appointed business offices will be provided for in the new building.

HIGH GRADE CATALOGUE WORK.

We are in receipt of specimen copies of a new catalogue just off the press from the Globe-Wernicke Company of Cincinnati, Ohio,

describing in full and complete in detail of their sectional filing cabinets. This catalogue is known as No. 808. In addition to this the same firm is sending out a new booklet entitled "G-W. Office Directory."

Both the catalogue and the directory are excellently handled, and give much information of value to the dealer handling such a line of goods.

Copies will be mailed upon request.

"Just Read the Dial" Pelouze Postal Scales

Designed for

Office, Store and Home

Warranted Accurate

National	4 lbs.	$3.00
Union.	2½ lbs.	2.50
Columbian	2 lbs.	2.00
Star	1 lb.	1.50
Crescent	1 lb.	1.00

Mail & Exp.	16 lbs.	$5.00
Commercial	12 lbs.	3.75
U. S.	4 lbs.	2.50
Victor	1½ lbs.	2.00

"They tell everythig at a glance"

In addition to giving the accurate weight by one-half ounces, they tell instantly the exact cost of postage in **cents** on all classes of mail matter.

The index starts at the top and travels through a slot, pointing exactly to the information required.

You don't have to stoop to read the dial, as in other makes.

"They save time and stamps"

For sale everywhere by leading stationers and hardware dealers.

Insist on getting the **Pelouze** make and you will have the best. If your dealer cannot supply you, order direct.

Send for Catalogue "P"

PELOUZE SCALE & MFG. CO.

118-130 W. Jackson Boulevard
CHICAGO

A Pin With A Handle
SUPERSEDES TACKS

Moore Push-Pins

GLASS heads, STEEL points

Handy on Every Desk

Many practical uses as illustrated, will suggest themselves if you have a Packet before you.

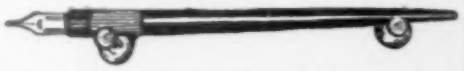
WILL NOT DISFIGURE WOOD OR PLASTER.

Indispensable for CALENDARS, SMALL PICTURES, POSTERS, PHOTOS, DRAPERIES, NICKNACKS and the numberless "LITTLE THINGS."

The transparent glass heads **harmonize with any color decorations.**

Packed 72 Packets in attractive easel-lid box together with handsome purple Plush Demonstrating Pad, which causes quick sales.

SUPPLIED BY JOBBERS ON



Moore Push Pin Co., 107 S. 11th St., Phila., Pa.

SOLIDHED THUMB TACKS
TRADE MARK
The Handy Hammerless Tack
SOLIDHED THUMB TACKS
TRADE MARK
Hawkes-Jackson Co.
New York
SOLIDHED THUMB TACKS
TRADE MARK
The Handy Hammerless Tack
SOLIDHED THUMB TACKS
TRADE MARK
Hawkes-Jackson Co., Makers,
82 Duane Street, New York

AMONG The DEALERS

(By Special Correspondence.)

St. Paul, Minn.

The Louis F. Dow Company, of St. Paul, were among the exhibitors at the Minnesota State Fair, held Sept. 2d to 7th, where they displayed a complete line of office furniture, filing devices, safes, typewriters and other office appliances.

Pittsburg, Penn.

On January 1st, the Baker Office Furniture Co. will return to their old location at 304 Wood street, where they were housed for some five years, for five years prior to the recent fire. It is rather singular that they were able to secure this old location where their friends knew them so well. The company also secured a leave of an additional building within one block of the new store, which they will use for warehouses.

The Baker Furniture Company found that they did a larger business on Wood street than they did on Liberty street, where they were located for the past five years, and thus they were in a mood to return to the old quarters.

Atlanta, Ga.

Ivan Earnest Allen, of the firm of Fileder & Allen, Atlanta, Ga., one of the largest dealers in office appliances in the South, and large government contractors for office supplies, was married on October 24th last to Miss Irene Beaumont, of Atlanta.

Mr. Allen is one of the most popular office appliance dealers in the country, and is well known by all the trade, from the pleasant way in which he treats representatives, and from the aggressive manner in which he goes out after business—and the business is not too large for him to handle, and successfully too.

His friends all join in wishing him a pleasant journey through the balance of his double blessedness.

Wichita, Kan.

The Millison Office Supply Co. has removed to their new quarters in the Stewart & Burns Building, where they have about double the space formerly occupied. Thirty-two persons are given employment by this aggressive dealer.

Chattanooga, Tenn.

On October 15th, the new store of F. F. Andrews was opened at 10 East 11th St., Chattanooga, under the charge of W. J. Aird. It will be known as the F. F. Andrews Office Supply Co. The company make a specialty of all kinds of office devices and supplies.

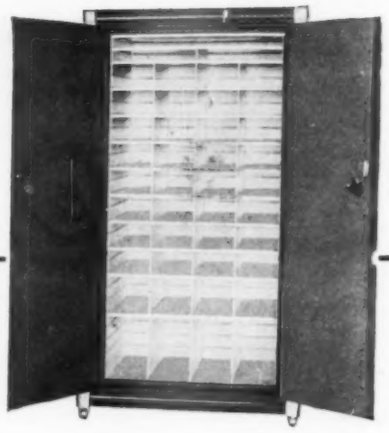
Melbourne, Australia.

We are in receipt of a copy of "The Modern Office" from Peacock Brothers, Melbourne, Australia, a 20-page monthly house magazine, describing in full all the office specialties and appliances that this firm handles, and at the same time giving the firm a means of advertising themselves among users of office supplies in their field.

New Orleans, La.

Schumart & Warfield is the name of a new office appliance and specialty firm dealing in adding machines, typewriters, loose-leaf devices and specialties, that has been incorporated, coming out of the former firm of Dearborn & Warfield.

The new firm are agents for the Smith



STEEL SAFE CABINETS

SAFEGUARD the papers, records and other valuables of business. It holds as much as an ordinary safe four times its size, fifteen times its weight and from 6 to 10 times its cost. There is nothing like it to be had elsewhere.

The Walls Are Bessemer Steel

with a two-inch air chamber, then an asbestos-board lining. There are independent bar fastenings on the doors and an improved keyless combination lock.

The Contents Are Proof Against FIRE, DUST and PILFERING

Made in various sizes—single and double—with various arrangements of interiors.

As essential in any office as a safe; In Many Places Better Than a Safe

WRITE FOR BOOKLET

The Safe Cabinet Co.

ERIC WILDER, Supt. of Agencies

Cincinnati :: :: :: Ohio

Premier Typewriter, and will add any specialty of merit as they appear.

Salt Lake City, Utah.

Roscoe M. Breeden, of the Breeden Office Equipment Co., of Salt Lake City, was in New York during the show week, and visited the show. His idea is to so fit up his office and store in Salt Lake City that the residents of that city may be able to purchase all kinds of office equipment just as though they were in New York City. Mr. Breeden spoke highly of the prospects for business in the Mormon City.

THE NOISY TYPEWRITER AND HOW TO AVOID IT.

One great objection to the typewriter has always been that of noise. It has ever offered a great contrast to the smooth gliding, silent pen. The many other advantages of the typewriter have, however, to a great extent overcome the ever present objection of noise. People moreover have become so used to the ubiquitous ticking and clacking of the typewriter that in many offices it has become almost a second nature to hear them, and the noise is barely noticed.

The trouble in this respect has been more accentuated in the majority of instances by the style of desk adopted. The folding typewriter desk, as a general rule, consists in its essential part of a board to which the typewriter is attached by screws. The board being supported only from the sides and being usually hollow beneath becomes a matter of fact, a sounding board. The screws, which fasten the typewriter to this sounding board further assist in accentuating the sounds. Every time a key is depressed, or the space bar struck, the sound is intensified and magnified by the flat sounding board portion of the desk. In some cases, with certain makes of machines, the noise is so powerful that to listen to a telephone conversation while the machine is being operated is a physical impossibility.

Many devices have been placed upon the market with the view of obviating, or at least lessening these sounds. One of the most recent inventions is the Redwell Typewriter Fastener, and it most certainly goes a great way towards the happy elysium of a noiseless typewriter. It consists of four brass disks which are tacked to the desk, not marring it in any way. To the rubber feet of the typewriter are fastened four felt pads. The felt pads are inserted in the brass discs, the two front discs permit of being turned partly round, so as to lock the machine in securely, and all is complete. The whole apparatus can be fixed in a moment or two without marring the desk or injuring the typewriter. The machine can be removed in a moment and another substituted by turning around the front discs and drawing the machine forward.

As to the elimination of sounds, this it is claimed is lessened 50 per cent, and from a practical test which we have made we have no reason to doubt the claim. There is nothing to wear out in the fasteners, and as they retail for $1 per set, they should prove fine sellers, and something that the trade and typewriter users in general should much appreciate. They may be obtained from the Madewell Supply Co., 220 Broadway, New York.

INKS and MUCILAGE
AT WHOLESALE

¶ PUT YOUR OWN NAME ON THE BOTTLES. Every time you sell a bottle of ink *who gets the advertising, you* or the man of whom you bought the ink? If the maker didn't think it was worth something to have his name there, *he* would never have gone to the expense of printing the labels.

¶ WHY DON'T YOU GET YOUR NAME ON THE BOTTLES and derive the "come back" benefits from every sale you make? *Advertise yourself.* Armour & Co., Illinois Steel Co., Marshall Field & Co., Western Electric Co., they *all* use our ink. We tell you this just to prove that our inks are O.K.—for they use only the best of everything.

¶ WE WANT A GOOD DEALER IN EVERY CITY to sell "Pierce Inks" under his own name and label. Write for our *Special Proposition* which means 100% more profits on ink than you now make Our name appears nowhere on the bottle.

PIERCE MANUFACTURING COMPANY — *Factory, 69-75 Wells St., Office, 906 Hartford Bldg.* — CHICAGO

DEALERS—STATIONERS—AGENTS EVERYWHERE **LOOK INTO**

INK-OUT. It will remove those stains which ruin books and make hands unsightly. Does its work quickly and simply and without injury. Will instantly cleanse paper, linen, leather or the most delicate human skin.

INK-OUT is a powder. Keeps its strength in any climate and may be absolutely depended upon to remove almost any stain.

Especially useful to bookkeepers, clerks, druggists, photographers and housekeepers.

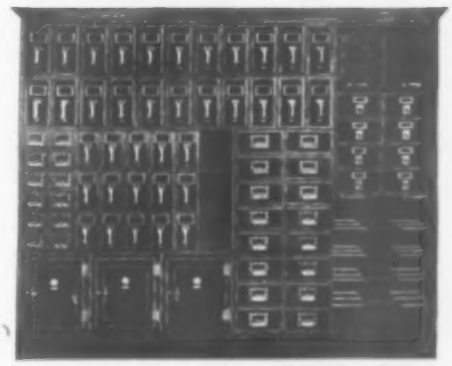
Price, 25 cents per Bottle

Each bottle good for 2,000 erasures. Sold by leading stationers and druggists everywhere.

Stationers and dealers wanted everywhere. We do a great deal of general advertising which is creating a local demand on you all. Be prepared to fill it.

THE ADNER LABORATORY CO. 5627 MUSGROVE ST. (DEPT. O.) PHILADELPHIA

Steel Filing Devices

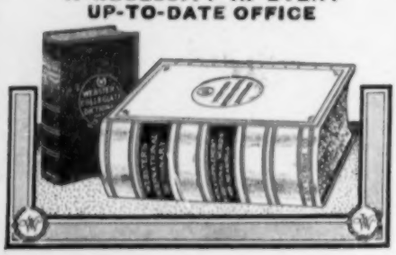


We make a complete line of steel office furniture and will be pleased to send catalogues and price-list upon request. ¶ Our Vertical Letter File Sections cost the same as corresponding grade of wood cabinets and never shrink, bind or warp. Send for special circular.

Krag Imperial Cabinet Co.

816-822 Fulton St., CHICAGO, ILL.

A NECESSITY IN EVERY UP-TO-DATE OFFICE



WEBSTER'S
INTERNATIONAL
DICTIONARY

Not merely a list of words consulted for spelling and definition, but a library in one book to answer with authority *All Kinds of Questions.*

Synopsis of Contents.

Colored Plates; Flags, State Seals, Etc.
Brief History of the English Language.
Guide to Pronunciation.
Scholarly Vocabulary of English.
Dictionary of Fiction.
Revised Gazetteer of the World.
Revised Biographical Dictionary.
Vocabulary of Scripture Proper Names.
Vocabulary of Greek and Latin Names.
Vocabulary of English Christian Names.
Foreign Words and Phrases.
Abbreviations and Contractions.

2380 PAGES. 5000 ILLUSTRATIONS.

SHOULD YOU NOT OWN SUCH A BOOK?

WEBSTER'S COLLEGIATE DICTIONARY
Largest of our abridgments. Regular and Thin Paper Editions. 1116 Pages and 1400 Illustrations.

Write for "The Dictionary Wrinkle"—Free.

G. & C. MERRIAM COMPANY, Springfield, Mass.

An Order Getter Premium

For Stationers and Typewriter Supply Dealers

The Lewis Note Book Holder

No vibration—Book held securely
Folds up and acts as knee table

Very Handsome Highly Enameled

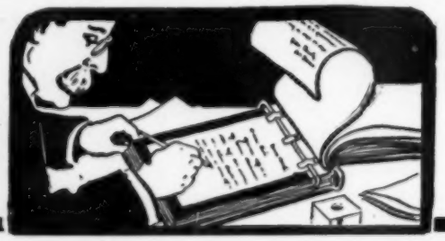
Sold in quantities to stationers and office supply dealers at a price sufficiently low to warrant "giving them away" as premiums or as a life-long advertisement.

Retails for $1.00. Send for Prices in Quantities

W. CARY LEWIS & COMPANY

84 Adams Street CHICAGO, U. S. A.

Pen Carbon
LETTER
BOOKS



Pen Carbon
BILL
BOOKS

The largest and most complete line of Carbon Papers and Typewriter Ribbons to be had. Write for samples and prices.

Send all orders to

DITMARS-KENDIG CO., Sole Manufacturers, 147 Centre Street, NEW YORK

TYPEWRITER DEALERS:

Do you recognize the importance of having your interests fully protected? If so, buy your machines direct from us, because

WE SELL ONLY TO DEALERS.

We always have on hand a large complete stock of

RAMER'S REBUILT READY TO SELL TYPEWRITERS

All modern makes, in first-class REBUILT condition. By our plan NO REPAIR DEPARTMENT IS NECESSARY. Write for price list, or state your requirements.

WHOLESALE TYPEWRITER COMPANY
"To the Trade Only"

W. W. RAMER, Pres. 108-110 Duane Street, New York City

PAPER and ENVELOPES

Anniston, Ala.

It is expected that this city will secure one of the plants for the Southern Paper Manufacturing Co., which uses cotton stalks in the manufacture of paper.

Chicago, Ill.

Public record has been made of the ninety-nine year lease of 125 by 100 feet of ground at the northwest corner of Illinois and St. Clair streets by William M. Hoyt to the Samuel Cupples Woodenware Company and the Samuel Cupples Envelope Company, St. Louis corporations. The annual rental is fixed at $2,000 in addition to all taxes, and the lessee has an option to purchase the fee on or before Jan. 1, 1913, for $56,250. The lessee is to erect a building of at least four stories at a cost of not less than $60,000, which shall go to the lessor at the end of the term without compensation. The lease was made to George P. Blair with the privilege of assigning to the corporations named.

Cincinnati, O.

The United States Paper Goods Co. has been awarded a contract to supply the Postoffice Department with two billion envelopes. The contract is for four years and amounts to $600,000. The contract will use up 4,000 tons of manila paper.

* * *

Peter G. Thompson, the millionaire paper manufacturer, has just completed a new home on College H He recently sold his old home in Colerain for $20,000.

* * *

The Richardson Paper Co. are to erect a new building on the site of the old Fox starch mill in Lockland. The new building will be one block long and 243 feet in depth.

Carthage, Mo.

The St. Regis Paper Co. has purchased the mill of the Carthage Lumber Co. and have taken possession. They will install 15 barking machines for pealing lumber for pulp. Seventy-five men will be employed.

Dayton, O.

The Friend Paper Co. of West Carrolton, near Dayton, was placed in the hands of a receiver on October 30th, on application of its president, J. Howard Friend. Henry L. Newall was appointed receiver. The debts aggregate $1,000,000. It is declared that the company is entirely solvent and is doing a prosperous business.

Hartford, Conn.

The Hartford Manufacturing Co., who lost the largest contract for supplying the government with stamped envelopes, has since lost a second contract worth $300,000 for "Official Envelopes." It, however, has a four years' contract for the Registry envelopes.

* * *

"Until we know officially what we are charged with, I do not care to make any public statement," said General Manager Charles Sloan of the Hartford Manufacturing Company this afternoon when asked for a statement regarding the allegation of the government that the Postoffice Department had been defrauded out of at least $425,000 by the company in using an inferior quality of paper in

the envelopes furnished by the company to the department.

Mr. Sloan said that the paper was secured by the Hartford Manufacturing Company from the American Writing Paper Company of Holyoke, Mass., and, although the company had never gone so far as to make a chemical analysis of the paper, it had no idea that an inferior quality was being furnished.

In regard to the holdup of the payments due the company, Mr. Sloan said that it was nothing new for the government to holdup the pay. "They don't pay very promptly, anyway," was the way Mr. Sloan put it.

* * *

The Burr Index Company, of Hartford, Conn., have purchased the printing plant owned by the late D. S. Moseley, and will continue the business on the same premises, at 336 Asylum street. The company will connect the plant with that of their own by cutting through the building, thus greatly enlarging their quarters.

Kalamazoo, Mich.

The Book Paper Manufacturers, sitting recently in New York, voted to raise the price on book stock 25 per cent, claiming that the high price and scarcity of the raw material compelled them to do so.

Minot, N. D.

The Minot Paper Company, Minot, N. D., has been incorporated here for $10,000. Geo. Mann, Helena Mann and Emma Thuet are the incorporators.

Milwaukee, Wis.

Reports from here are to the effect that the International Paper Co. are behind the new print paper merger, which is now being brought to a successful close. The International company has a capital of $118,000,000, and they are expected to control the paper making of this country.

New York, N. Y.

The Scandinavian-American Trading Co. has been incorporated for the manufacture and trading in pulp, paper and the like. Capital, $30,000. Hans Lagertof, Clifton, N. J., and others are the incorporators.

Pittsfield, Mass.

The firm of Eaton-Hurlbut Paper Co. of this city were among the exhibitors at the National Business Show, and made a decidedly fine exhibit, as shown in the series of photographs displayed in this issue.

The new advertising that this firm has been putting before the public is certainly of the higher order, and much of it is very clever in its conception, as is attested from the "faked" photograph appearing in their advertisement in this issue.

St. Joseph, Mo.

The Western Tablet Co. will enlarge its factory here by the addition of a 32,000 square foot building, which is now occupied by another company.

St. Joe, Wash.

Plans for a paper and pulp mill to cost $1,300,000, to be located in St. Joe, Wash., are now being prepared by Engineer C. B. Pride of Appleton, Wis. It will be one of the largest projects of its kind in the West, and will be a property of the Wood, Pulp & Paper Company of Seattle, Wash.

Watertown, N. Y.

A contract worth $100,000 was given to Knowlton Brothers of Watertown for the supplying of ticket paper to be used by the American Association of General Passenger and Ticket Agents.

PRECISION POSTAL SCALE
Capacity, 4 lbs. by ¼-oz. Price $2.50

Why the TRINER Postal Scales

are the Only Positively Accurate and Scientifically Perfect Automatic Scales made.

BECAUSE — They do not show any variation, no matter where the article is placed on the platform, they register always correct.

They are constructed entirely of the best Cold Rolled Steel; absolutely no castings to break in transportation, and are handsome in design and finish.

Sold by all Leading Stationers.
If yours cannot supply you, we will prepay the Express charges.

TRINER SCALE & MFG. CO.
1255-57-59 West 21st Street, CHICAGO, ILL.

IDEAL POSTAL SCALE
Capacity, 2 lbs. by ¼-oz. Price $1.50

Chichester Typewriter Chairs

are Favorites with the

DEALER

because they please the

Consumer

They please the consumer because

"THEY FIT THE BACK"

If you sell Typewriter Chairs, get our Catalog. Shows our Full Line of Patent Adjustable Back Chairs.

Chichester Bros. Chair Co.
13 Elizabeth Street, New York

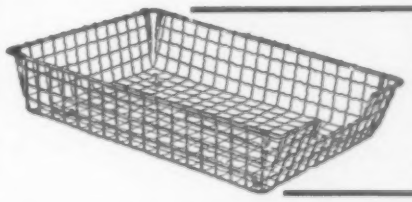
The Marvelous Success

of the Banner Ledgers (as yet unapproached by others as to value) has induced us to surpass all former efforts in producing

THE BANNER ALUMINUM BACK LEDGER

This book is the concrete expression of advanced knowledge of the world's Master Loose Leaf Binder Constructors and *absolutely excels* in *quality* and *lasting power* any *ledger built*—no matter what its reputation—no matter what its price. It has been built regardless of material cost to exemplify the possibilities of advanced loose leaf ledger mechanics.

The Nelson Corporation
191 Fifth Avenue CHICAGO
Make and Sell to The Stationery Trade Only



BIG REDUCTION IN WIRE — DESK BASKETS

Send for discounts and new Catalog No. 40
Buy DIRECT from the manufacturer
PROGRESSIVE WIRE GOODS CO., 529 Commerce Street PHILADELPHIA, PA.

The **MEAD STATIONERS' STAMPING PRESS**

Is used by nearly ALL PROMINENT STATIONERS for producing

FINE ILLUMINATED STAMPING

For this work it is unequalled because of its unusual
CONVENIENCE—ACCURACY—DURABILITY
These presses are made of Best Material and Workmanship

LEADING FEATURES:

Space back of die; long, straight bearing of slide; nut cut from solid casting; low point of contact of end of screw; positiveness of reversing of die and counter, and volute spring. **No adjusting to keep in working order.** Presses I built 36 years ago are still in good working order.

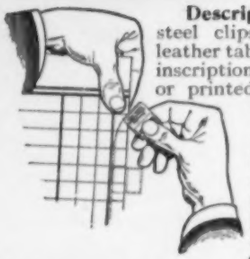
Small Size will Stamp Dies 1½ in. square or 1 x 3 inches
Large Size will Stamp Dies 2 in. square or 1½ x 4 inches
WRITE ME FOR MORE COMPLETE DATA

A. G. MEAD, Machinist, 364 Atlantic Ave., BOSTON, MASS.

Originally Designed in 1868

Not Expensive but Very Good

Smith's Adjustable Index Tags
Save 20% of a bookkeeper's time



Description: — Spring steel clips, enclosed in leather tabs, on which any inscription may be written or printed. **Instantly** slipped on a leaf (or card) and hold with a vise-like grip, but do not tear or mark the leaf. **Quickly** removed to another leaf if desired.

Easier and Quicker to put on or take off than any other tag. The most satisfactory to use and simplest in operation.

The Most Complete Line of sizes and styles. Something to fit every need from the smallest memorandum book to the largest ledger,—for long or short inscriptions. Every customer suited.

The Best Advertised Tags. The dealer who handles our goods gets the benefit of the **full page** advertisements we have **every month** in the leading magazines for office men.

The Dealers' Circular explains details, showing how you can carry a profitable line on a small investment.

Write for it to-day on your letterhead.

½-inch Size, Paper Faced
6 other sizes in stock

15 different Alphabets.
Over 1000 different printed tags in stock besides seven sizes of Plain Leather and seven sizes of Paper Faced Tags.

¾-inch Size, Paper Faced
Tag to Write on
6 other sizes in stock

Dept. L, Chas. C. Smith, Mfr., Exeter, Neb.

The **DUDLEY**

LOOSE LEAF, BOOK, PAD and COPY HOLDER

Made for the efficient handling of all kinds of copy work. The only holder devised for use with **Books of Record.**

Special designs for book typewriters.

SEND FOR CIRCULAR describing FULL LINE

Our No. 3

This is the same as our No. 2, but mounted on an adjustable pedestal to be raised or lowered to any heighth. Can be set at any angle. Fine for work where standing up is required. **HAS LINE FINDER**

DUDLEY
Manufacturing Co.

MARION OHIO U. S. A.

HOLYOKE WOMAN GETS $5,000.

Supreme Court Rescript Overrules American Writing Paper Company's Exceptions to the Award of $5,000 to Mrs. Jennie Baldwin of Holyoke.

Mrs. Jennie Baldwin of Holyoke will win her action in tort against the American Writing Paper Company and the $5,000 damages awarded her by the jury as a result of the rescript which was handed down from the supreme court yesterday overruling the company's exceptions to the award of the jury. Mrs. Baldwin brought the suit in July, 1905, to recover damages for the death of her husband, Charles R. Baldwin, who was fatally injured by a bursting steam pipe while in the employ of the American Writing Paper Company, September 13, 1904.

The case was tried at the March, 1906, sitting of the superior court, and occupied several days in trial, at the end of which time the jury returned a verdict for Mrs. Baldwin, with damages of $5,000. The company excepted to the verdict on the ground that it should not have been submitted to the jury, and also to certain instruction given to the jury. These exceptions were argued before the full bench of the supreme court in this city last month, and have now been overruled by the present rescript, which states: "There was evidence for the jury on all the issues raised by the plaintiff's brief and argument, and these issues were submitted under full and appropriate instructions." Marvin M. Taylor of Worcester conducted Mrs. Baldwin's case, and Brooks & Hamilton appeared for the company.

AIDS ENVELOPE BUYER.

Hereafter He Will Accept No Money for Stamps on the Printed Variety Until Ready for Delivery.

Washington, D. C., Oct. 25.—Postmaster General Meyer issued an order to-day that when an order is placed with a postmaster for any number of stamped envelopes only the cost of the envelopes and printing thereon shall be deposited with the order, instead of the entire cost of the envelopes, printing, and stamps, as at present. Under the order of the postmaster general the stamps' value of the envelopes will remain in the hands of the purchaser and be available for such uses as he may care to make of it while the order is being filled, which is not infrequently for five or six weeks.

"GOOD-GOODS."

Clark & Courts, the enterprising stationers of Galveston, Tex., have just issued from their presses a new catalogue of the loose leaf specialties and devices they are handling, displaying the Jones Improved Loose Leaf Binders with full illustrations and descriptions of every phase of the loose leaf business.

The catalogue is composed of 32 pages and cover, printed on good paper in two colors, and is well treated typographically, and well illustrated with forms for ruling of loose leaf pages for almost every class of work.

The cover design is that of a loose leaf binder in actual color and is an exceedingly good piece of three color work.

WE are confident that our new equipment and process will enable us to offer better goods at better prices than any other manufacturer, and we would therefore be glad to hear from dealers who are in a position to handle quantities of carbon paper, either in the large ream or boxed, sensitive or of the absolutely clean, hard-finish variety.

Samples and quotations to bona fide dealers upon receipt of inquiry

THE CARBON PAPER & RIBBON MFG. CO.
LIMITED
176-178 RICHMOND STREET, WEST
TORONTO, CANADA

LISTEN TO OUR "TALE"

ALL YOU MEN WHO HAVE TO DO WITH TYPEWRITER AFFAIRS

We Make and Recover
TYPEWRITER PLATENS
For The
TRADE ONLY
at prices that are lower than you can secure anywhere else for such
HIGH GRADE WORK

WRITE TODAY
QUICK WORK
Patent Process of Grinding
Will not Injure or Wear Platen Ends
(5 YEARS EXPERIENCE WITH LEADING EXCHANGES)
AMES & FILSTEAD, 332 Dearborn St., CHICAGO, U.S.A

The ROGUES GALLERY

William H. Hunt.

Was arrested in Chicago for the theft of stationery in the salesrooms of Marshall-Jackson Co., 144 Monroe street. He admitted having stolen articles from several down-town stores. More than $200 worth of plunder was found in his living quarters.

F. J. Macdonough.

This party is wanted in San Francisco for the alleged theft passing of worthless checks. He claims to be a representative of the Pacific Coast Cash Register Co. Thos. F. Minshan, of 8th and Market streets, would like to have Macdonough's address.

Louis B. Emmons.

The Office Supply & Fixture Co., of Charleston, S. C., would like to know the whereabouts of L. B. Emmons, who formerly was a salesman in their employ. He is accused of forging paper and taking machines not belonging to him. Any party knowing of his whereabouts will do the Office Supply Co. a favor by writing them.

A. Liench, Alias R. H. Howard.

According to reports from the East, such a party has been operating with a supposed agency for the Odell Typewriter, closing agency deals with parties on a $5 profit basis, claiming that the machine sold for $25. Before the deal was closed the agent would pay a deposit and would receive his machines; however, it is not likely that any dealer could sell many at $25 each, when they are sold for much less throughout the country.

OUR SUBSCRIPTION PLAN.

It may have been noticed by some that the publishers of Office Appliances have inaugurated a plan by which subscribers can, if they so desire, enter their subscription to this journal at the small rate of $1 a year, providing they send five years' subscription at one time.

If a reader is satisfied that he is to remain permanently in his occupation among the office appliance workers, it is to his advantage to subscribe to his trade paper upon these terms, thus saving the sum of $2.50 and an additional bother and trouble in remitting once every year.

We have, without any special solicitation, received quite a number of subscriptions from readers in different parts of the world who have taken advantage of this opportunity. Of course, the foreign rate is in advance of the domestic. We will receive subscriptions from foreign countries on the five year basis for $7.50, thus saving the readers abroad the sum of $2.50.

CLUB SUBSCRIPTIONS AT $1 EACH.

The publishers of Office Appliances will accept subscriptions to this paper in lots of 10 names or more at one time, for $1 each. (Domestic.)

WANTS

NOTE—"Want" advertisements are received for this department at 2 cents a word for light faced type and 3 cents a word for heavy faced. Minimum charge of 50 cents. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

SALESMAN—A device which sells to every owner of a safe. Excellent side line. Sample 50c. Homer T. Smith, Burt blk., Youngstown, Ohio.

NO MATTER how satisfactory your present position you ought to be insured against loss of opportunity; confidential service. HAPGOODS, 305 Broadway, New York City.

EXPERIENCED CARBON PAPER SALESMAN WANTED—One understanding the western trade. Good opportunity to the right sort of fellow. Address MILWAUKEE, care Office Appliances, 303 Dearborn St., Chicago.

WE WANT A FIRST-CLASS REPAIRMAN immediately, who can thoroughly rebuild all makes. Must be sober and rapid workman. Good wages and a steady job to the right man. Capitol Typewriter Exchange, Denver, Colo.

WANTED—Good ring price book mechanism from ¼ to 2 m. cap. Operate from rings only need not be patented. Can manufacture large quantities. Address MAIDEN, care Office Appliances, 1901 Tribune Bldg., New York.

A HIGH CLASS TYPEWRITER SALESMAN WANTED for the South, to handle billing machines exclusively. No one need apply unless familiar with office systems. Address ATLANTA, care Office Appliances, 303 Dearborn St., Chicago.

WANTED—15 experienced adding machine salesmen wanted to handle the Wales Visible Adding Machine. Excellent exclusive territory. None but strictly high class salesmen need apply. Address Manager, Adding Machine Company, Wilkes-Barre, Pa.

TYPEWRITER REPAIRMAN WANTED—(Several)—Must be first-class, and experienced or specialists on standard machines. Good salary to right men. Must be sober. Address REBUILDING, care Office Appliances, 303 Dearborn St., Chicago.

WANTED—Sales manager and promoter. One understanding the introduction of a new typewriter, and one who is able to join in an active capacity with new company. Write experience, etc. Address BEN, care Office Appliances, Chicago, Ill.

SALESMAN WANTED—High grade specialty salesman, traveling south or east and selling the stationery trade, to carry well established loose leaf devices as side line. Liberal commission on renewals. Address The C. E. Sheppard Co., 63 Cliff St., New York. tf

WANTED—GOOD TYPEWRITER REPAIRMAN for Chicago house. Desirable to handle all machines, but can use man with less experience. Could use superior man as assistant foreman. Address COLUMBIA, care of Office Appliances, 303 Dearborn St., Chicago, Ill.

WANTED—A YOUNG MAN with three to four thousand dollars to act as treasurer and general office manager of a typewriter exchange in New England, as one of the partners has withdrawn from the company and we would like one to fill his place. Address MIDDLEPORT, care Office Appliances, Chicago.

TRAVELING SALESMAN WANTED—A leading manufacturers of ribbons and carbon papers desires a salesman to handle dealer's and stationer's trade. Only those who know how to get and handle this class of business need apply. Give references and salary desired. Address Carbon, care Office Appliances, 303 Dearborn St., Chicago, Ills.

WANTED—Eight billing typewriter salesmen. None but specialists in their line need apply. References of the highest character will be required. Address applications stating ability and specialty, together with remuneration expected, to H. S. McCormack, Manager Billing Machine Department, Underwood Typewriter Co., 241 Broadway, New York. Every reply will be held in strictest confidence if so desired.

SALESMEN WANTED—A new adding machine company with one of the most attractive high grade machines yet offered the public, has, for the present, a few positions open to several first-class capable men, able to handle an adding machine proposition. Possibilities for good men range from $2,500 to $5,000 a year. Correspondence confidential. Address, PRUDENTIAL, care Office Appliances, Chicago, Ill.

WANTS

WANTED—Typewriter salesman-manager. One who has ability to handle country territory and take under his charge the entire state of Michigan. The position will pay at least $2,000 to a capable man. Address TYPE, care Office Appliances, Chicago, Ill.

SALESMEN AND MANAGERS WANTED by new adding machine company. Product to be marketed in quantities this fall. Good positions to those who "know how;" preference given to typewriter and adding machine men of experience. Good salaries. Address POPULAR, care Office Appliances, 303 Dearborn St., Chicago.

WANTED—Good salesmen for the selling of office appliances of all kinds. Exceptional opportunities offered for those who "know how." Interested parties may write the publishers of Office Appliances, who will be pleased to put worth men in communication with the proper parties. We particularly solicit correspondence with those who can sell typewriters, adding machines and commercial stationery. Address, Publishers, Office Appliances, Chicago, Ill.

SITUATIONS WANTED.

I WANT A POSITION—NOT A SITUATION. I am an experienced manager and sales manager, having handled the sales department for one of the largest office supply houses in this country and would like a similar position with a live appreciative firm, anywhere in the United States. I am a young man, with plenty of ability, enthusiasm and good work in me. I don't want all salary, but I must have $2,500 per annum and then some as I progress. The best of references furnished as to sobriety, honesty and faithfulness. If you want a live, active young man, address HUSTLER, care Office Appliances, 303 Dearborn St., Chicago.

FOR SALE.

BIG MONEY—Making Hectograph Multi-Copiers. Write me for full information; it is for the asking. T. A. Heyer, 368 South Sacramento Boulevard, Chicago, Ill.

UNDERWOOD TYPEWRITER BUSINESS FOR SALE—Small capital and bond required. Good field for repairs. Moderate competition. Satisfactory reasons for selling. C. G. Fordtran, Galveston, Texas.

FOR SALE—Typewriter exchange and supply business, in fine growing western city. Fine opportunity for good typewriter man. No large amount of money required. Address OPPORTUNITY, care of Office Appliances, 303 Dearborn St., Chicago, Ills.

FOR SALE—Patents offered for the manufacture of a new duplicator of the rotary class, that is simpler, cleaner and quicker than anything on the market. Cost of maintenance smaller than others. Address "Stencil-Less," care Office Appliances, Chicago.

TYPEWRITER BUSINESS FOR SALE.
A good investment for the right party; nearest typewriter exchange is 110 miles away. Good territory; practically no competition. Will be sold reasonable on account of one of the partners wanting to go south. Location on ground floor on principal street of city. Address, L. J. H., care Office Appliances, Chicago, Ill.

FOR RENT.

PART OF ADDRESSOGRAPH SALESROOM in "Office Appliance Row," Chicago, on Dearborn St. To concern handling high grade office specialty which interests same class of trade as addressograph. Location central, convenient to surface and elevated cars. Light, heat, etc. Janitor service furnished. Address Addressograph Co., 33 Dearborn St., Chicago, Ill.

MISCELLANEOUS.

$25,000 IN CASH.
Ready for immediate investment in a meritorious invention in the line of high grade mechanical specialty. Full details must be submitted to command attention. Address MECHANICAL EXPERT, 1901 Tribune Building, New York, N. Y.

AGENTS—Something new. Copyrighted. Typewriter Backing Sheets; saves the machine, improves letters and carbons, gives easy touch, deadends sound, saves type and roller, makes old rollers and type work like new and many other reasons why every stenographer should use our sheets. Can sell one to twelve dozen in every office where typewriters are used. Handsome profit; 10 cents for postage on agent's sample and prices. North American Supply Co., Columbus, Ohio.

New "Y and E"

SUPPLY CATALOG

for the Dealer

WRITE IMMEDIATELY for a copy of our new Filing System Supply Catalog No. 1147—just off the press.

Contains several important additions to the "Y and E" line. Printed in five colors, to show Card Index and Card Ledger Forms and Index Guides exactly as they are.

NEW DISCOUNTS TO THE DEALER

WRITE TO-DAY---CATALOG NO. 1147

Main Factories and Executive Offices
ROCHESTER, N. Y.

Branches: (Look us up.) New York, Boston, Chicago, San Francisco, Cleveland, Pittsburg, Philadelphia, St. Louis, Washington.
CANADA: The Office Specialty Mfg. Co., Ltd., Toronto, Montreal, Winnipeg, Vancouver.

YAWMAN AND ERBE MFG. CO

MAKERS OF FILING SYSTEMS

IF WE HAD OCCUPIED THE WHOLE GARDEN

we could not have received any more attention than we did receive at the NATIONAL BUSINESS SHOW.

We are not the only manufacturers of Typewriter Paper and Commercial Stationery, but for quality, variety, up-to-dateness and the right prices, we occupy the centre of the stage, if what we heard and saw in New York is any indication.

That **all** the dealers should say: "You certainly have the line," or "I've sold your goods, but am going to make them exclusive from now on" gave us an additional incentive to maintain and improve our line.

The Berkshire line **is** a good seller and a good profit maker. Send in for samples and prices.

EATON-HURLBUT PAPER CO., Typewriter Paper Dept.

Founded 1822 **PITTSFIELD, MASSACHUSETTS**

Unfailing Accuracy

The Comptometer Assures It

A customer of ours recently made a test to find out how many mistakes their mental extenders made in a week. After extending the bills by mental process, they were turned over to be checked on the Comptometer.

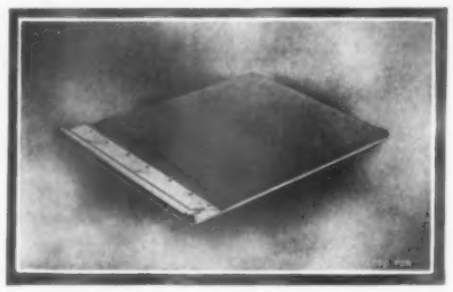
The Result

$101.56	Total undercharges — Loss to the house.
25.12	Total overcharges — Loss to customers.
$76.44	Net loss to the house in one week.

Every one of the errors was caught before the bills left the office

Think What It Means ¶ The time it saves for the firm! ¶ Relief from mental strain! ¶ Loss of confidence prevented among customers! ¶ What their losses were prior to adopting the Comptometer would have to be approximated. ¶ Rather than have their customers charged unjustly or dissatisfied, this concern would gladly contribute such amounts to some charitable cause. ¶ The infallible accuracy obtained by the use of the Comptometer has made this concern very enthusiastic, and rightly so. ¶ It is perfectly safe to say the Comptometer has more than paid for itself in less than three weeks in losses avoided, not considering the time saved by its speed. *They have purchased four Comptometers.* ¶ Are you positive your bills are absolutely correct when they leave your office? Are you positive that all incoming bills are absolutely correct when you pay them? Are you willing to let the Comptometer convince you? It will figure any bill. The harder and more discounts there are, the more time saved and energy spared. ¶ Write for pamphlet and special trial offer. Comptometer sent, express prepaid, to responsible persons in the United States or Canada.

FELT & TARRANT MFG. CO., 867 N. Paulina St., Chicago, Ill.



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Oliver Leads the List!

The Ticker of Public Opinion Proves the Oliver Typewriter a Gilt-Edge Investment

Pays Big Dividends in Satisfactory Service

Public Opinion is the "Tape and Ticker" that tells the story of the Oliver Typewriter's lead over all other writing machines.

The rapid rise of the Oliver in popular favor is shown by the tremendous volume of sales and the ever-increasing demand.

Investors in Oliver Typewriters all over the world are receiving enormous dividends.

These dividends are paid in the form of splendid *service*, which is just as good as *gold*.

Buy Olivers! Buy Olivers! Buy Olivers! That's the cry of men who are posted on the "inside" facts of the typewriter situation.

There's absolutely no speculation in buying Oliver Typewriters. The Oliver is worth over one hundred cents on the dollar—never "passes" a dividend, never suffers a "slump" and always leads the list.

Shrewd, far-sighted men—the Bulls and Bears of Business—are equipping their offices with Oliver Typewriters *exclusively*—

Because—

The OLIVER Typewriter

The Standard Visible Writer

has an efficiency of 100 per cent every day in the week and from one year's end to the other.

It's as simple as A B C, and complete from A to Z.

It meets the need for rapid work, with speed to spare.

It fits into any business groove as though it were built to order.

The Oliver Typewriter is original in design, perfect in construction, brilliant in performance.

It has overturned all typewriter traditions and precedents—broken all records in the typewriter world—set up a new standard of *results*.

Keep your eye on the OLIVER!

Sales Agents Wanted. We are enlarging our Sales Organization to take care of the heavy increase in business. Unusual inducements offered to young men of satisfactory qualifications. We invite correspondence.

THE OLIVER TYPEWRITER COMPANY, Chicago